TOP SELLING FRANCHISES 87

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
ACURA											
Tustin Acura Tustin, Calif.	Shau Wai Lam	1	35		Legend Sedan	$ 32.0	$ 1.5	70	1,510*	22*	1,532
Acura 101 West Calabasas, Calif.	Lee Froelich	1	N.A.		N.A.	30.5*	1.0*	0	1,520*	0	1,520*
Cerritos Acura Cerritos, Calif.	Kent Browning	2	45		Legend Coupe	32.2	2.0	160	1,398	114	1,512
Torrance Acura Torrance, Calif.	Vince Piazza, Tom Little	1	45		Legend Coupe	31.5	0.5*	120	1,500	0	1,500
Val Strough Acura Pleasanton, Calif.	Donald V. Strough, James F. McDonald	1	20		Legend	25.4	0.9	0	1,354	0	1,354
Acura of Boston Boston, Mass.	James P. Carney	1	N.A.		N.A.	25.0*	1.0*	N.A.	1,350*	0	1,350*
University Acura Fullerton, Calif.	Bill Leslie	1	22		Legend Sedan	25.0	0.3	228	1,297	0	1,297
Bob Ciasulli Acura Jersey City, N.J.	Robert Ciasulli	1	N.A.		N.A.	24.5*	0.9*	N.A.	1,250*	0	1,250*
Cush Acura San Diego, Calif.	Steve Cushman	1.5	30		Legend Coupe	26.0*	0.6*	600	1,200	0	1,200
Acura of Westchester Larchmont, N.Y.	John D'Elia	1	N.A.		N.A.	25.5*	1.0*	N.A.	1,200*	0	1,200*
ALFA ROMEO											
Suburban Auto Imports Maywood, Ill.	Sam Tomaino	9	35	VW	Milano	$ 8.5*	$ 1.0*	N.A.	180	0	180
Wegge Motor Cars Pasadena, Calif.	William A. Wegge III	6	16			4.9	0.6	201	158	0	158
Irvine Imports Irvine, Calif.	James H. Parkinson	34	29		Milano	20.0	1.5	503	132	0	132
Colonial Dodge-Alfa Romeo Rockville, Md.	Dorothy Fitzgerald, John Fitzgerald Jr.	4	150	Dodge, Peugeot	N.A.	75.0*	4.0*	N.A.	124	0	124
Bobcar Motors Englewood, N.J.	Dan Farrell, Charlie Jopp	21	20		Milano	4.1	1.5	40	125	0	125
Forest Lane Porsche-Audi Dallas, Texas	Kirk Franceschini	9	85	Porsche, Audi	Spider	36.9	7.7	275	113	0	113
High Performance Cars Waltham, Mass.	Serge Dermanian	24	21	Maserati	N.A.	4.0	0.4*	N.A.	107	0	107
European Motor Sales Towson, Md.	Wayne Berger	21	17	Bertone	N.A.	2.8*	0.7*	N.A.	104	0	104
Paul Spruell Alfa Chamblee, Ga.	Paul Spruell	7	18		N.A.	4.4	0.8	N.A.	91	0	91
Woburn Foreign Motors Inc. Woburn, Mass.	George T. Albrecht	10	100	Toyota, Jaguar	Milano	49.4	7.0	460	89	0	89
AUDI											
The Annis Corp. Natick, Mass.	Keeme Annis, Sue Annis	29	75	VW, Audi	5000-S	35.5	5.1	138	495	54	549
Lynch Imports Ltd. Chicago, Ill.	Richard V. Lynch Jr.	6	125	Porsche, Saab, VW	5000-S	56.3	7.6	1,518	513	0	513
HBL Inc. Vienna, Va.	George C. Andreas	17	128	Mercedes, Porsche, Range Rover	5000-S	52.8	9.2	248	481	24	505
Jack Daniels Motors Inc. Fairlawn, N.J.	John J. Daniels	16	51	Porsche	5000-S	28.8	5.0	263	469	0	469
Plaza Motor Co. Creve Coeur, Mo.	F.A. Pandjiris	7	109	Mercedes, Sterling, Porsche, Range Rover	5000-S	57.4	8.7	422	418	6	424
Jim Ellis Atlanta Inc. Atlanta, Ga.	James W. Ellis Jr.	18	82	Porsche, Lotus, Sterling	5000-S	38.7	7.1	385	416	0	416
Bill Cook Imported Cars Inc. Farmington Hills, Mich.	W.G. Cook	6	49	Porsche	5000-S	22.5	3.9	160	416	0	416
Rietzl Corp. Norwell, Mass.	Wolfgang M.G. Rietzl	18	43	Porsche	5000-S	17.4	2.8	156	392	0	392
Auto Plaza Inc. Pittsburgh, Pa.	Charles E. Walker Jr.	N.A.	N.A.	N.A.	N.A.	25.0*	4.5*	N.A.	373	0	373
Prestige Imports Inc. Lakewood, Colo.	John W. Hitt, Norman Braman	15	77	Porsche, Sterling	5000 Quattro	27.4	5.4	430	337	36	373

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TOP SELLING FRANCHISES

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
BMW											
Weatherford BMW Emeryville, Calif.	Hideaki Yasukochi	1	70		325	$ 36.5	$ 4.4	213	918	0	918
Global Imports BMW Atlanta, Ga.	William M. Whitmire	26	78		325	35.4	6.7	69	877	0	877
Pacific BMW Glendale, Calif.	David L. Ho Jr.	6	75	Mitsubishi, Suzuki	325	32.3	5.4	196	760	84	844
Stevens Creek BMW Motorsport Santa Clara, Calif.	Don Lucas, Steve Schaper	13	85		325	36.7	5.8	340	836	0	836
Braman Motors Miami, Fla.	Norman Braman	18	79	Rolls-Royce	325	41.1	6.4	143	836	0	836
Century Motor Sales Alhambra, Calif.	Leon Peskin	34	62		325	30.0	3.5	375	834	0	834
BMW Concord Concord, Calif.	Ralph Day	17	52		325	34.0*	4.0	223	620	201	821
Crevier BMW Sarita Ana, Calif.	Robert Crevier	17	92		325	35.0	4.6	216	820	0	820
Saddleback BMW Irvine, Calif.	Klaus Lischer	15	70		325	34.4	2.4	586	812	0	812
Morristown BMW Morristown, N.J.	John Leiser	6	45		N.A.	32.5*	4.3*	N.A.	792	0	792
BUICK											
Reef Buick Inc. Fort Lauderdale, Fla.	Jack Kelley	22	109		LeSabre	89.7	6.3	761	1,200	4,382	5,582
Jim Lupient Buick Minneapolis, Minn.	Gary Lehman, Jim Lupient	N.A.	59		Century	60.3	3.3	539	694	3,761	4,455
Wilkins Buick-Isuzu Glen Burnie, Md.	Maury Wilkins	7	65	Isuzu	Century	70.0	3.0	300	469	3,973	4,442
Orange Buick-GMC Truck Co. Orlando, Fla.	Sonny King	14	107	GMC	Century	69.7	4.4	677	1,316	2,357	3,673
Loren Buick Glenview, Ill.	Irving N. Segal	30	75		LeSabre	56.3	4.3	368	1,008	2,605	3,613
Stillman Automotive Inc. Englewood, N.J.	Walter R. Stillman	16	120	Isuzu	Century	54.7	6.8	392	775	2,711	3,486
William Lehman Buick Miami, Fla.	William Lehman Jr.	18	140	Saab	N.A.	85.0*	4.5*	N.A.	634	2,670	3,304
Bauer Buick Co. Harvey, Ill.	Gordon Walker	5	100	Isuzu, Sterling	LeSabre	60.3	6.2	549	1,140	2,002	3,142
Larry Buick Inc. Long Island City, N.Y.	Lawrence Brostroff	10	30		Regal	43.0*	3.2*	N.A.	672	1,822	2,494
Grant Dean Buick Highland Park, Ill.	Albert Andrea	N.A.	N.A.	N.A.	N.A.	38.0*	3.1*	N.A.	627	1,810	2,437
CADILLAC											
Polkowitz Motors Perth Amboy, N.J.	Regis P. McGuire	1	48	Buick	Sedan DeVille	312.5	3.3	33	163	13,429	13,592
Bayview Cadillac Fort Lauderdale, Fla.	Edward J. Morse	25	185		DeVille	155.3	9.0	1,360	1,933	3,345	5,278
Roger Penske Cadillac Downey, Calif.	William R. Piercey	10	180	Saab	DeVille	122.0	12.9	625	1,742	1,498	3,240
Martin Cadillac-Sterling Co. Inc. Los Angeles, Calif.	Dana R. Martin	11	200	Sterling	DeVille	96.2	15.5	352	1,583	1,018	2,601
Arnold Palmer Cadillac Charlotte, N.C.	James O'Neal Jr.	N.A.	N.A.		N.A.	66.0*	3.0*	N.A.	857*	1,730*	2,587
Penske Auto Center *(Potamkin Cadillac)* New York, N.Y.	Walter Czarnecki		131	Chevrolet, Buick	N.A.	185.0*	14.0*	1,500*	1,800*	600*	2,400*
Rodger Meier Cadillac Co. Dallas, Texas	Rodger Meier	19	132	Sterling	DeVille	78.0	10.3	566	886	1,336	2,222
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson	14	52	Chevrolet, Olds, Pontiac, Buick	N.A.	227.9	2.2	161	27	1,555	1,582
Coral Cadillac Inc. Pompano Beach, Fla.	Norman E. Wiese	13	170		N.A.	72.5*	10.1*	N.A.	740*	710*	1,450*
Sun Motors Hailey, Idaho	B.F. Curry, Paul Ramlow	10	21	Buick, Olds, Pontiac, GMC	Seville	64.5	3.1*	100	2	1,200	1,202
CHEVROLET											
Ed Morse Chevrolet Lauderhill, Fla.	Edward J. Morse Jr.	8	185		Celebrity	256.1	10.4	1,094	2,226	22,837	25,063
Friendly Chevrolet Dallas, Texas	Mark A. Eddins	5	254		½-ton pickup	258.3	18.5	610	2,490	18,053	20,543

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The Chevrolet Collection Miami, Fla.	Joseph A. DeMaria, Marc W. Davis	2	197		Celebrity	$126.0	$ 9.6	1,343	1,574	18,251	19,825
Bill Wink Chevrolet Dearborn, Mich.	William J. Wink Jr.	33	85		Cavalier	199.3	4.3	453	1,361	15,618	16,979
Bob Brest Chevrolet Inc. Lynn, Mass.	Robert Brest	3	103		Nova	154.9	5.2	0	2,440	12,070	14,510
Z. Frank Chevrolet Chicago, Ill.	Jack Sayer	52	125		Cavalier	143.3	6.1	1,027	3,477	8,700	12,177
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson	14	52	Pontiac, Cadillac, Olds, Buick	N.A.	227.9	2.2	161	229	10,480	10,709
Bast Chevrolet Inc. Seaford, N.Y.	Charles W. Bast	38	92		Celebrity	125.2	4.6	577	1,859	8,422	10,281
Jim Johnson Chevrolet Inc. Richardson, Texas	Jim Johnson	4	250		Celebrity	170.4	11.0	3,800	7,748	1,569	9,317
Delorme Chevrolet Inc. Inglewood, Calif.	John K. de l'Orme	8	76		Camaro	88.6	4.7	280	841	7,990	8,831
CHRYSLER-PLYMOUTH											
Lake Forest Chrysler-Plymouth Gaithersburg, Md.	John Fitzgerald Jr.	N.A.	N.A.	Isuzu	N.A.	140.0*	4.5*	N.A	2,783*	12,000*	14,783
South Bay Chrysler-Plymouth Torrance, Calif.	James B. Clark	3	120	Jeep, Eagle	LeBaron J	234.3	15.1	744	1,015	8,580	9,595
Agoscy Chrysler-Plymouth West Salem, Ohio	Samuel Frankino	N.A.	N.A.	N.A.	N.A.	110.0*	4.5*	N.A.	1,990*	6,000*	7,990
Precision Chrysler-Plymouth Winter Haven, Fla.	Frank L. Morsani	17	38	Dodge	Reliant	100.0	1.3	662	380	7,380	7,760
Galeana Chrysler-Plymouth Fort Myers, Fla.	Frank Galeana	14	91	Peugeot	Voyager	102.5	3.8	1,168	1,434	6,134	7,568
Tate Chrysler-Plymouth Inc. Glen Burnie, Md.	Creston G. Tate	28	52		Reliant	20.2	2.8	351	1,194	4,546	5,740
Walser Chrysler-Plymouth Inc. Hopkins, Minn.	R.J. Walser	32	75	Lotus	Voyager	25.9	2.0	877	1,160	3,517	4,677
Hollywood Chrysler-Plymouth Hollywood, Fla.	Russ Everatt	1	60		Fifth Avenue	23.0	4.0	477	930	3,600	4,530
Bloomington Chrysler-Plymouth Bloomington, Minn.	Larry Reid	N.A.	N.A.	N.A.	N.A.	28.5*	3.5*	N.A.	1,500*	2,840*	4,340
Mid City Chrysler-Plymouth Arlington, Texas	T.M. Demarest Jr.	17	N.A.		Voyager	56.8	3.9	425	1,009	2,632	3,641
DODGE											
Lake Potter Dodge Inc. Winter Park, Fla.	Luther D. Potter	23	72		Caravan	135.2	2.4	770	845	8,494	9,339
Freeway Dodge Inc. Bloomington, Minn.	Thane Hawkins	23	53		Caravan	17.1	2.0	782	786	7,793	8,579
Tate Dodge Inc. Glen Burnie, Md.	Creston G. Tate	28	55		Aries	24.6	2.0	916	1,368	4,869	6,237
Colonial Dodge Kensington, Md.	John Fitzgerald Jr.	4	150	Alfa Romeo, Peugeot	N.A.	75.0*	4.0*	N.A.	1,541*	4,000*	5,541
Ed Morse Dodge Fort Lauderdale, Fla.	Rich Danahy	4	65		Shadow	62.7	1.5	266	676	4,556	5,232
Swift Dodge Sacramento, Calif.	Charles O. Swift	22	41	Jeep, Eagle, Rolls-Royce	Caravan	68.2*	5.1	N.A.	2,928	1,794	4,722
Del Amo Dodge Torrance, Calif.	James B. Clark	9	90		Caravan	60.4	2.7	750	1,200	3,500	4,700
Warnock Dodge Livingston, N.J.	Don Warnock	12	210		Caravan	54.3	5.5	590	2,202	1,585	3,787
White Bear Dodge Inc. White Bear Lake, Minn.	Jerry Wing	2	65		Caravan	48.0	2.0	794	976	2,761	3,737
Dodgeland Inc. Springfield, N.J.	Donald Toresco	20	144	Yugo	Caravan	63.9	5.5	1,935	3,273	29	3,302
FORD											
Fairway Ford Latrobe, Pa.	James O'Neal Jr.	N.A.	N.A.		N.A.	260.0*	10.0*	N.A.	2,452*	17,000*	19,452
Jordan Ford Mishawaka, Ind.	Jordan Kapson	40	230	Toyota, Volvo	E150	227.1	2.9	1,910	2,324	15,255	17,579
Santa Monica Ford Santa Monica, Calif.	Bob Karlin, Wayne Harding	40	85		Taurus	144.6	4.9	212	2,381	10,421	12,802
Rice and Nelsen Ford, Mt. Laurel, N.J./Pennsauken, N.J.	Joseph P. Glowacki	64	212	Kenworth	Taurus	157.5	11.5	946	4,277	7,443	11,720

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McInerney Ford Orlando, Fla.	Hoot McInerney	25	141		Mustang	$177.7	$ 5.0	2,351	1,451	8,005	9,456
Al Piemonte Ford Inc. Melrose Park, Ill.	Alex Piemonte	24	130		Escort	105.7	2.8	1,573	2,786	5,474	8,260
Arnold Palmer Ford-Lin Hilton Head Island, S.C.	James O'Neal Jr.	N.A.	N.A.	Peugeot, Lincoln, Mercury	N.A.	150.0*	8.5*	N.A.	800*	7,351	8,151
Ricart Ford Columbus, Ohio	Fred Ricart	15	421		Escort	130.2	5.2	3,503	7,530	243	7,773
Galpin Ford Sepulveda, Calif.	H.F. "Bert" Boeckmann	35	304	Suzuki	Escort	128.5	9.1	1,625	6,369	132	6,501
Dave Sinclair Ford Inc. St. Louis, Mo.	Dave Sinclair	22	138		Escort	84.4	6.4	1,794	6,190	153	6,343
HONDA											
Gardena Honda Automobiles Gardena, Calif.	Alfredo Sheng	9	140		Accord	76.6	7.2	486	5,691	0	5,691
Robertson Honda North Hollywood, Calif.	Jack Robertson	N.A.	N.A.	N.A.	N.A.	65.0*	4.0*	N.A.	4,400*	0	4,400*
Norm Reeves Honda of Cerritos Cerritos, Calif.	Donna L. Reeves	18	140		Accord	56.0	5.4	955	3,319	651	3,970
Penske Honda Downey, Calif.	George Lucas	2	53		Accord	34.3	3.3	349	2,017	718	2,735
Beaverton Honda Beaverton, Ore.	Robert Lanphere	N.A.	N.A.	N.A.	N.A.	33.5*	3.8*	N.A.	2,850*	0	2,850*
Rosenthal Honda Vienna, Va.	Robert Rosenthal	16	169		Accord	49.1	6.1	214	2,545	0	2,545
Pflueger Honda Honolulu, Hawaii	James Pflueger	19	117		Accord	38.5	1.8	1,576	2,278	0	2,278
Honda of Pasadena Pasadena, Calif.	Mary Mann	20	109		Accord	40.8	5.6	1,077	1,943	281	2,224
Honda of Lisle Lisle, Ill.	Horst Guenter Korallus	23	50		Accord	42.5*	4.3*	275	2,000	150	2,150
Mile High Honda Denver, Colo.	John W. Hitt, Norman Braman	3	84	Sterling	Accord	31.0	1.9	715	1,405	81	1,486
HYUNDAI											
Hyundai of Escondido Escondido, Calif.	Charles Ellinwood	6	90		GL	37.5	1.6	1,069	3,308	238	3,546
Galpin Hyundai Sepulveda, Calif.	H.F. "Bert" Boeckmann	35	58		GL	34.0	1.8	0	3,298	15*	3,313
Kim-Hankey Hyundai Los Angeles, Calif.	Richard Kim, Don Hankey	2	75		GL	29.3	2.0	80	3,225	0	3,225
Bill Watson Hyundai New Orleans, La.	William W. Watson Jr.	2	93		GL	30.6	1.5	32	3,158	0	3,158
Jimmy Bryan Hyundai Winter Park, Fla.	James B. Bryan III	2	65		Excel	31.3	2.2	949	2,660	0	2,660
Bay Ridge Hyundai Brooklyn, N.Y.	Carmelo Giuffre	N.A.	N.A.	N.A.	N.A.	31.0*	3.3*	N.A.	2,639	0	2,639
Courtesy Hyundai Tampa, Fla.	Jeffrey I. Wooley	3	86		Excel	28.9	4.5	960	2,599	0	2,599
Herb Chambers Hyundai Hartford, Conn.	Herbert G. Chambers	2	72		Excel	27.1	1.9	389	2,512	0	2,512
North Park Hyundai San Antonio, Texas	Clarence J. Kahlig II	8	48		GLS	22.9	2.2	193	2,429	35*	2,464
Tate Hyundai Claremont, Calif.	Jack Head	N.A.	N.A.	N.A.	N.A.	21.0*	2.3*	N.A.	2,462	0	2,462
ISUZU											
King Motor Co. Fort Lauderdale, Fla.	W. Clay King	50	300	Olds, GMC, Suzuki, Citroen,	I-Mark	79.1	11.7	1,566	1,377	37	1,414
Checkered Flag Isuzu Virginia Beach, Va.	Edward B. Snyder	23	76	Toyota	P'up	29.7	3.5	409	1,079	116	1,195
Dave McIntire Isuzu Center Indianapolis, Ind.	David C. McIntire	25	193	Chevrolet	P'up	63.1	6.8	2,655	1,123	53	1,176
Isuzu of Hillside Inc. Hillside, N.J.	Evangeline Marianino	5	48		Trooper	22.1	0.8	131	1,064	0	1,064
Fountain Motor Co. Orlando, Fla.	Terry Ruppenthal	N.A.	150	Olds, GMC, Mitsubishi	I-Mark	63.6	4.5	399	305	619	924
Sutherlin Isuzu Jacksonville, Fla.	Pete Kirill	7	30		P'up	16.8	1.3	836	654	243	897

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Reuntree Isuzu Shreveport, La.	Frank M. Stinson	7	60	Olds, Mitsubishi, Yugo	I-Mark	$ 69.2	$ 6.7	2,576	735	88	823
Marietta Isuzu Inc. Marietta, Ga.	Larry W. Martin	3	25		P'up	12.5	0.5	410	810	0	810
Atlantic Isuzu West Islip, N.Y.	John Staluppi	10	N.A.	N.A.	N.A.	16.5*	3.0*	N.A.	727	0	727
Parkway Isuzu Inc. Chesapeake, Va.	Thomas M. Gibbs Jr.	8	140	Pontiac, Volvo, Hyundai, Suzuki	Trooper	38.9	13.4	581	705	5	710
JAGUAR											
Hempstead Auto Co. Hempstead, N.Y.	Hugh J. Weidinger Jr.	50	70		XJ6	47.0	6.0	130	904	0	904
Rallye Motors Inc. Paramus, N.J.	Manny Sicari	28	55		N.A.	32.5*	5.5*	N.A.	790*	0	790*
Nurnberg Jaguar Inc. Los Angeles, Calif.	William Gaby	40	82	Range Rover	XJ6	50.5	7.7	36	755	11	766
Cherry Hill Classic Cars Inc. Cherry Hill, N.J.	Thomas J. Hessert Jr.	9	65	Saab	XJ6	29.5	1.7	88	442	0	442
Jaguar of Darien Darien, Conn.	Frank A. Miller	32	60	Range Rover, Volkswagen	XJ6	35.2	4.7	46	405	36	441
Overseas Motors of Dallas Dallas, Texas	Mike Fisher	36	57	Rolls-Royce	XJ6	28.5	4.3	228	438	0	438
Bauer Jaguar Anaheim, Calif.	Ron Booz	N.A.	N.A.	N.A.	N.A.	25.0*	2.7*	N.A.	400*	0	400*
Sovereign Jaguar Hicksville, N.Y.	Alan Feldman	23	N.A.		XJ6	21.3	3.5	47	385	0	385
Sportique Motors Ltd. Huntington, N.Y.	Eliot H. Brown	20	42	Peugeot	XJ6	23.1	3.6	51	373	0	373
Main Auto Sales Inc. Madison, N.J.	Saul Ring, Carl Carambio	33	45	Chrysler, Plymouth	XJ6	23.4	2.8	153	359	0	359
JEEP-EAGLE (AMC)											
Jasper Jeep Sales Jasper, Ga.	Michael W. Lowe	12	40		Cherokee	45.3	2.0	642	1,865	991	2,856
Manhattan Jeep-Eagle New York, N.Y.	John Monninger	5	56		Cherokee	33.7	2.9	78	1,559	215	1,774
Buerge Jeep-Eagle West Los Angeles, Calif.	John R. Buerge	42	65		Cherokee	33.7	2.6	300	1,261	418	1,679
Pete Ellis Jeep-Eagle South Gate, Calif.	Pete Ellis	19	120	Dodge	Cherokee	68.4	4.9	604	1,660	0	1,660
Huntington Jeep-Eagle Huntington Beach, Calif.	Gary C. Gray	8	81		Cherokee	27.5	2.5	502	1,275	0	1,275
Broadway Jeep-Eagle Denver, Colo.	Gerald S. Morris	11	85		Cherokee	29.6	2.9	1,050	995	258	1,253
Back Bay Jeep-Eagle Boston, Mass.	Jay Adams	22	72		Cherokee	36.3	5.3	623	1,067	120	1,187
The Jeep-Eagle Collection Miami, Fla.	Tom Butler	3	100		Cherokee	30.8	2.5	1,140	1,143	44	1,187
Royal Jeep-Eagle Fern Park, Fla.	Ray Tatum	14	77		Cherokee	25.9	2.1	563	1,125	0	1,125
Orange Coast Jeep-Eagle Costa Mesa, Calif.	Gary C. Gray	8	73		Cherokee	26.0	3.0	408	1,080	0	1,080
LINCOLN-MERCURY											
Arnold Palmer Ford-LM Hilton Head Island, S.C.	James O'Neal Jr.	N.A.	N.A.	Ford, Peugeot	N.A.	150.0*	8.5*	N.A.	1,527*	11,000	12,527*
Libertyville Lincoln-Mercury Libertyville, Ill.	Julius Marks	16	90		Cougar	211.7	3.1	816	1,820	10,400	12,220
Central Florida Motors Co. Orlando, Fla.	Bob Borst, David McAbee	27	89	Merkur	Grand Marquis	131.5	3.2	615	1,213	5,361	6,574
Elmhurst Lincoln-Mercury Inc. Elmhurst, Ill.	David G. Mears	76	70	Merkur	Sable	73.0	2.4	454	864	3,569	4,433
Tasca Lincoln-Mercury Seekonk, Mass.	Robert F. Tasca	17	102		Sable	69.1	4.3	983	3,517	0	3,517
Northgate Lincoln-Mercury Tampa, Fla.	Jack Parks	14	148		Cougar	78.1	4.5	824	2,184	1,263	3,447
Pompano Lincoln-Mercury Pompano Beach, Fla.	Joseph Chiavaroli	14	122		Grand Marquis	77.9	5.9	884	2,046	1,214	3,260
Stu Evans Lincoln-Mercury Inc. Garden City, Mich.	Stewart Evans, John Evans	43	114		Grand Marquis	66.4	6.3	1,991	3,077	0	3,077

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TOP SELLING FRANCHISES 87

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
North Park Lincoln-Mercury Inc. San Antonio, Texas	Clarence J. Kahlig II	15	131	Merkur	Grand Marquis	$ 72.0	$ 6.8	1,112	2,833	194	3,027
Carlisle Lincoln-Mercury-Merkur Clearwater, Fla.	Dan Carlisle, Steve Carlisle	32	203		Grand Marquis	83.8	7.4	1,309	2,886	45	2,931
MASERATI											
Mark LaPrade Inc. St. Petersburg, Fla.	Mark LaPrade	3	24	Lotus	Biturbo Coupe	13.0	1.0	475	92	0	92
Wilshire Maserati Beverly Hills, Calif.	Murray Marks	6	9	Lotus, Lamborghini	Spyder	3.5	1.3	30	60	0	60
Suburban Motorsport Hatfield, Pa.	Gary Cohen	15	48	Subaru, Peugeot	Biturbo Coupe	12.3	1.2	162	42	0	42
Alfredo's Foreign Cars Inc. Larchmont, N.Y.	Alfredo Gulla	24	16	Alfa Romeo	Biturbo	3.0	1.0	200	55	4	59
Beach Imports Newport Beach, Calif.	James H. Parkinson	34	64	Alfa Romeo, Daihatsu, Saab, Iveco, Peugeot	Biturbo Spyder	20.0	1.5	503	39	0	39
Spiers Imports Houston, Texas	David Spiers, Michael Spiers	12	32	Lamborghini	Biturbo Spyder	8.9	0.6	420	39	0	39
Maserati Automobiles Inc. Baltimore, Md.	Donald Morrissey	13	5	N.A.	N.A.	1.4*	0.2*		30	0	30
Grand Touring Motorcars Inc. Englewood, N.J.	Anthony Altomare	2	8		Biturbo Coupe	4.0	0.4	113	30	0	30
Miller Motorcars Inc. Greenwich, Conn.	Richard Koppelman	10	35	Aston Martin, Lotus	Spyder	12.0	4.0	250	30	0	30
Continental Classic Motors Hinsdale, Ill.	John F. Weinberger	25	16	Ferrari, Rolls-Royce	Biturbo Coupe	8.3	1.2	67	26	0	26
MAZDA											
Ted Britt Mazda Fairfax, Va.	Ted Britt	N.A.	N.A.	N.A.	N.A.	42.0*	3.8*	N.A	2,284	0	2,284
Don Darr Mazda St. Louis, Mo.	Don Darr	N.A.	N.A.	N.A.	N.A.	40.5*	4.5*	N.A	2,231	0	2,231
Oak Tree Mazda San Jose, Calif.	Enide Allison, David Allison	17	87		B2200	34.8	4.6	290	2,139	85	2,224
Maple Shade Mazda Maple Shade, N.J.	Bob Dimmerman	15	75		323	31.0*	3.1*	N.A.	2,099	0	2,099
Puente Hills Mazda City of Industry, Calif.	F.E. Hitchcock, Harry Mehterian	5	79		Trucks	32.8	2.9	585	1,903	181	2,084
Gunther Mazda Fort Lauderdale, Fla.	Joe Gunther	14	138	VW	626	29.1	5.7	1,002	1,868	0	1,868
Freeman Olds-Mazda Irving, Texas	J.W. Freeman	30	171	Hyundai, Olds, Daihatsu	Trucks	60.8	12.1	474	1,705	30	1,735
Frank Bommarito Mazda Ellisville, Mo.	Frank Bommarito	N.A.	N.A.	N.A.	N.A.	42.0*	4.5*	N.A	1,678	0	1,678
128 Mazda Wakefield, Mass.	Thomas McManus Sr.	16	60	Olds, Isuzu	626	41.0	5.0	900	1,640	0	1,640
Rosenthal Mazda Arlington, Va.	Bob Rosenthal	N.A.	N.A.		N.A.	40.0*	3.5*	N.A.	1,619	0	1,619
MERCEDES-BENZ											
House of Imports Buena Park, Calif.	M.B. O'Donoghue	25	160		420-SEL	104.7	12.7	781	1,499	0	1,499
Ray Catena Motor Car Corp. Edison, N.J.	Raymond Catena	7	81		300-E	83.9	6.8	156	1,411	0	1,411
Rallye Motors Inc. Roslyn, N.Y.	George K. Moss, Peter G. Terian	29	130	Rolls-Royce, BMW	420-SEL	85.0	10.0	150	1,374	0	1,374
Downtown L.A. Motors Los Angeles, Calif.	Nickolas N. Shammas	40	143		420-SEL	77.4	8.2	703	1,353	0	1,353
Jim Slemons Imports Inc. Newport Beach, Calif.	Jim Slemons	30	216		420-SEL	96.7	20.9	1,029	1,261	0	1,261
Mercedes-Benz Manhattan New York, N.Y.	John Wolf	34	N.A.		N.A.	90.0*	10.0*	N.A.	1,100*	0	1,100*
Park Place Motorcars Dallas, Texas	Kenneth Schnitzer Jr.	1	115		300-E	65.9	9.6	257	944	0	944
RBM of Atlanta Atlanta, Ga.	John Ellis	26	137		300-E	85.0*	10.0*	250	911	0	911
Euro Motorcars Bethesda Inc. Bethesda, Md.	Michael J. Jackson	10	106		300-E	62.7	7.9	247	907	0	907
Prestige Motors Inc. Paramus, N.J.	Joseph T. Dockery	20	97	Range Rover	N.A.	63.5	7.5	216	851	0	851

*Estimate

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87 TOP SELLING FRANCHISES

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, dept. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
MITSUBISHI											
Century Mitsubishi Warwick, R.I.	Kenneth L. Hagen, Richard T. Hauke	20	40		Mirage	$ 62.0*	$ 4.5*	N.A.	1,829	3,000	4,829
West Covina Mitsubishi West Covina, Calif.	Tarek Alhassan	3	100		Mighty Max	60.0	3.5*	1,300	4,500	200	4,700
Alhambra Mitsubishi Alhambra, Calif.	Andy Chang	2	77		Mighty Max	37.7	2.3	1,010	1,981	697	2,678
Michael Mitsubishi Fresno, Calif.	Michael L. Roevold	2	210	Cadillac, VW, Porsche, Audi	2wd Pickup	81.4	9.1	1,369	2,391	58	2,449
Arrow Mitsubishi Little Falls, N.J.	Carmen DeMaio	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,157	0	2,157
Ramsey Mitsubishi Ramsey, N.J.	Raymond Van Duren	2	38		Montero	21.2	1.4	480	2,021	0	2,021
Jersey City Mitsubishi Jersey City, N.J.	Samuel X. DiFeo	4	34		Precis	21.8	3.0	250	1,569	176	1,734
Crabtree-Ross Mitsubishi Shelton, Conn.	David Shafman	1	60		Mirage	21.2	1.6	299	1,583	0	1,583
Potamkin Mitsubishi N. Plainfield, N.J.	Robert Potamkin	N.A.	N.A.		N.A.	24.5*	3.3*	N.A.	1,583	0	1,583
Wantagh Mitsubishi Wantagh, N.Y.	Robert Hassett, Charles W. Bast	7	40		Galant	23.4	3.3	286	1,549	0	1,549
NISSAN											
ABC Nissan Phoenix, Ariz.	Larry Van Tuyl	13	260		Sentra	91.6	10.2	2,744	4,188	735	4,923
Nissan of Downey Downey, Calif.	Carmen Koosa	5	117		Sentra	66.2	4.9	784	3,188	1,428	4,616
Autoplaza Nissan Inc. Westbury, N.Y.	Tony Panebianco, John Branham	30	126		Sentra	56.0	6.0	639	4,077	0	4,077
Harbor Nissan Inc. Harbor City, Calif.	Don Graves	17	61		Sentra	42.0*	3.5*	743	3,613	397	4,010
Rosenthal Nissan Vienna, Va.	Bob Rosenthal	N.A.	N.A.	N.A.	N.A.	36.0*	3.5*	N.A.	3,488	15	3,503
Burnsville Nissan Inc. Burnsville, Minn.	Denny Hecker	17	50		Sentra	38.9	1.6	820	775	2,668	3,443
Moon Nissan Cerritos, Calif.	Robert B. Stephens III	21	171		Sentra	54.4	7.9	821	3,001	157	3,158
West Covina Nissan West Covina, Calif.	Orval Paul, Tim Valles	4	108		Trucks	46.1	5.1	707	2,966	0	2,966
Torrance Nissan Torrance, Calif.	William J. Adkins	25	100		Sentra	49.5	3.9	946	2,405	544	2,949
Performance Nissan San Diego, Calif.	Jim Blanton	N.A.	N.A.	N.A.	N.A.	37.5*	3.3*	N.A.	2,735	202	2,937
OLDSMOBILE											
Anderson Oldsmobile Inc. Baltimore, Md.	William R. Mortimer	18	112	Sterling	Cutlass Ciera	118.0*	3.6	471	1,756	4,709	6,465
Larry Paul Oldsmobile-GMC Schaumburg, Ill.	Frederick J. Frazier	40	131	GMC	Cutlass Ciera	93.2	7.8	477	1,135	4,983	6,118
Jim Lupient Oldsmobile Minneapolis, Minn.	Jim Lupient	19	284	Sterling	Cutlass Ciera	115.9	16.5	1,092	2,107	3,819	5,926
Z. Frank Oldsmobile Des Plaines, Ill.	Jack Sayer	4	95		Cutlass Ciera	66.7	4.8	640	1,450	3,560	5,010
King Motor Co. Fort Lauderdale, Fla.	W. Clay King	50	262	GMC, Isuzu, Suzuki	Cutlass Ciera	122.0	11.7	1,566	2,155	2,002	4,157
Henry Faulkner Inc. Philadelphia, Pa.	Henry Faulkner Jr., Joseph Faulkner	31	200		Cutlass Ciera	59.6	10.8	674	2,227	1,814	4,041
Wally McCarthy's Oldsmobile Minneapolis, Minn.	Wally McCarthy	30	145		Cutlass Ciera	60.1	6.6	2,423	2,247	1,422	3,669
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson	14	52	Chevrolet, Cadillac, Pontiac, Buick	N.A.	227.9	2.2	161	66	2,879	2,945
Mossy Oldsmobile Inc. Houston, Texas	Wiley L. Mossy Jr.	30	165		Cutlass Ciera	60.2	12.1	1,045	2,183	713	2,896
Arnold Palmer Motors Latrobe, Pa.	James O'Neal Jr.	6	45	Cadillac, Pontiac, Buick	N.A.	132.0*	4.0*	N.A.	525*	2,250*	2,775*
PEUGEOT											
Exotic Motors Inc. Bellevue, Wash.	Nick P. Diafos, Stauros G. Michelakis	9	30	Alfa Romeo, Isuzu, Bertone	505 Turbo	11.5	1.7	251	225	0	225
Peugeot of Westfield Westfield, N.J.	Joseph Gayer	2	22		505 Turbo	6.1	1.1	124	180	0	180

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TOP SELLING FRANCHISES 87

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
Autos Vega Inc. San Juan, Puerto Rico	Ramon Vega Perez	48	80	Ford, Lincoln, Mercury	505	$ 30.9	$ 1.7	706	175	0	178
Maplewood Peugeot Maplewood, N.J.	Alan Castroll	7	18		505-STX	6.0	1.5	100	175	0	175
Tenafly Peugeot Tenafly, N.J.	Robert Engel	19	13		505 Turbo	4.0	1.3	40	120	33	153
Fred's Foreign Cars Service Philadelphia, Pa.	David Fellner	18	18		Station Wagon	4.5	1.1	67	127	0	127
Foreign Motors West Natick, Mass.	Thomas R. Mix	28	115	Rolls-Royce, Mercedes, Range Rover, BMW	505-STI	50.3	9.5	893	110	0	110
Clair Peugeot West Roxbury, Mass.	James E. Clair	N.A.	N.A.		N.A.	3.5*	1.1*	N.A.	109	0	109
Doran Chevrolet-Peugeot Inc. Dallas, Texas	Ed Doran	8	164	Chevrolet	505	36.9	10.8	444	107	0	107
Liccardi Motors Inc. Green Brook, N.J.	Clemente J. Liccardi	34	87	Chrysler, Plymouth	505-GLS	42.8	1.7	1,081	98	0	98
PONTIAC											
Stephen World of Wheels Bristol, Conn.	Stephen Barberino Sr., Stephen Barberino Jr.	30	300	Jaguar, Nissan, GMC, Cadillac, Toyota, Suzuki, Ford	Grand Am	236.4	10.9	2,320	509	12,117	12,626
JM Pontiac Hollywood, Fla.	John McNally	20	191		Grand Am	126.3	8.7	2,798	2,562	8,273	8,835
Penn Pontiac inc. Baltimore, Md.	Stanley Z. Penn	18	58		Grand Am	24.8	3.2	184	928	7,808	8,736
Patrick Pontiac-GMC Libertyville, Ill.	Hanley Dawson III	2	100	GMC	Grand Am	65.0*	4.0*	900	1,000	3,600*	4,600*
Faulkner Pontiac-GMC Inc. Trevose, Pa.	Henry Faulkner III	14	175	GMC	Grand Am	70.3	9.4	613	2,327	1,774	4,101
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson	14	52	Chevrolet, Cadillac, Olds, Buick	Grand Am	227.9	2.2	161	63	3,972	4,035
Jim Fresard Pontiac Royal Oak, Mich.	Jim Fresard	17	100		Grand Am	52.0	5.0	1,200	3,000	670	3,670
Grosinger Pontiac-GMC Skokie, Ill.	Gary Grosinger	65	70	GMC	Grand Am	30.0*	2.5*	660	1,500	2,000	3,500
Arnold Palmer Motors Latrobe, Pa.	James O'Neal Jr.	6	40	Cadillac, Olds, Buick	N.A.	132.0*	4.0*	N.A.	300*	2,575*	2,875
Ridge Motors Inc. Des Plaines, Ill.	Edward Mize	25	89		Grand Am	38.1	3.3	358	1,015	1,536	2,551
PORSCHE											
Forest Lane Porsche-Audi Dallas, Texas	Kirk Franceschini	9	85	Alfa Romeo, Audi	944	36.9	7.7	275	365	0	365
Semersky Enterprises Inc. Highland Park, Ill.	Ernie Semersky, Bruce Semersky	12	82		944	55.5	8.1	160	280	0	280
The Porsche Collection Miami, Fla.	Joseph DeMaria	31	N.A.	Audi	N.A.	20.0*	3.0*	N.A.	279	0	279
Braman European Imports Inc. North Miami, Fla.	Norman Braman	16	56	Audi, Sterling	911	27.8	4.7	340	267	0	267
Lynch Imports Ltd. Chicago, Ill.	Richard V. Lynch Jr.	6	125	Audi, Saab, VW	944	56.3	7.6	1,518	261	0	261
Jack Daniels Motors Inc. Fairlawn, N.J.	John J. Daniels	16	51	Audi	944	28.8	5.0	263	257	0	257
Schneider & Nelson Inc. Longbranch, N.J.	Philip C. Schneider, R. Jerry Nelson	11	40	Audi, Sterling, Range Rover	911	23.9	3.4	194	252	0	252
Jim Ellis Atlanta Inc. Atlanta, Ga.	James W. Ellis Jr.	18	82	Audi, Sterling, Lotus	944	38.7	7.1	385	248	0	248
Brumos Atlanta Porsche-Audi Smyrna, Ga.	Deborah Gregg	7	75	Audi	944	27.0	6.0	283	229	0	229
Paul Miller Inc. Parsippany, N.J.	Paul T. Miller II	12	75	Audi, Range Rover	944	28.8	5.6	221	229	0	229
RANGE ROVER											
BBL Inc. Vienna, Va.	George C. Andreas	17	128	Mercedes, Porsche, Audi		52.8	9.2	248	118	0	118
Volvoville USA Inc. Massapequa, N.Y.	Michael Lazarus, Bryan Lazarus	24	104	Volvo		48.9	7.1	450	115	0	115
Foreign Motors West Inc. Natick, Mass.	Thomas R. Mix	28	115	Rolls-Royce, BMW, Mercedes, Peugeot		50.3	9.5	893	115	0	115
Range Rover of Darien Darien, Conn.	Frank A. Miller	32	60	Jaguar, VW		35.2	4.7	46	101	0	101

*Estimate

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TOP SELLING FRANCHISES

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
Prestige Motors Inc. Paramus, N.J.	Joseph T. Dockery	20	97	Mercedes		$ 63.5	$ 7.5	216	86	0	86
Autohaus Tischer Inc. Laurel, Md.	Christian Von Berg	17	80	VW, Saab, Honda		35.0	3.0	320	75	0	75
Palm Beach Motor Cars Ltd. West Palm Beach, Fla.	Robert Simpson	37	71	Jaguar, Saab, Aston Martin		40.0	7.5	180	75	0	75
Warren Henry Motors Inc. Miami, Fla.	Warren Henry Zinn	12	45	Jaguar		12.0*	1.5*	N.A.	71	0	71
Zumbach Sports Cars Ltd. New York, N.Y.	Werner G. Maeder Jr.	15	65	Alfa Romeo, Saab, Peugeot		19.8	4.1	100	62	0	62
Hennessy Cadillac-Jaguar Atlanta, Ga.	Robert D. Hennessey	3	95	Cadillac, Jaguar		25.0*	3.0*	400	60	0	60
ROLLS ROYCE											
Carriage House Motor Car, New York, N.Y./Greenwich, Conn.	Michael Schudroff	4	N.A.		N.A.	24.5*	2.2*		186	0	186
Gregg Motors Rolls-Royce Beverly Hills, Calif.	Howard Schneider	N.A.	N.A.	N.A.	N.A.	20.0*	2.5*	N.A.	115*	0	115*
Terry York Motor Cars Ltd. Encino, Calif.	Terry York	19	68	Range Rover, Jaguar	Silver Spur	28.5*	3.5*	70	85	0	85
Newport Beach Auto Center Newport Beach, Calif.	Steve Bren	27	130	Porsche, Audi, Chevrolet	N.A.	23.0*	2.8*	N.A.	80*	0	80*
Lauderdale Imports Fort Lauderdale, Fla.	Larry K. Oden	2	13		N.A.	11.5	0.9	50	52	0	52
Braman Motor Cars West Palm Beach, Fla.	Richard Hellawell, Norman Braman	3	85	Sterling, BMW, Maserati	N.A.	31.0*	4.5*	N.A.	45*	0	45
F.C. Kerbeck & Sons Palmyra, N.J.	Frank R. Kerbeck	20	95	Saab	N.A.	18.0*	2.2*	N.A.	40*	0	40*
Rusnak/Pasadena Pasadena, Calif.	Paul Rusnak	28	95	Porsche, Audi, Jaguar, Sterling	Silver Spur	28.0*	2.5*	20	35	0	35
Steve Foley Cadillac Inc. Northbrook, Ill.	Steve Foley	44	13	Cadillac, Bentley	Silver Spur	39.5	5.7	273	35	0	35
Rallye Motors Inc. Roslyn, N.Y.	George K. Moss, Peter G. Terian	25	130	Mercedes, BMW	Silver Spur	85.0	10.0	150	34	0	34
SAAB											
Ramsey Saab Ramsey, N.J.	Raymond VanDuren	9	40		9000 Turbo	19.4	2.3	82	752	0	752
Zumbach Sports Cars Ltd. New York, N.Y.	Werner G. Maeder Jr.	15	65	Alfa Romeo, Peugeot, Range Rover	9000 Turbo	19.8	4.1	100	529	0	529
Stohlman Saab Alexandria, Va.	Edwin L. Stohlman III		157	Nissan	N.A.	55.4	2.4	838	421	63	484
Saab of Westport Westport, Conn.	Ralph Frascatore	3	36		900 Turbo	15.8	2.1	166	472	0	472
Wigman Inc. North Providence, R.I.	William H. Gregson Jr., Thomas J. Casey	42	36		900S	11.2	1.7	73	455	0	455
Mark Singleton Saab Smyrna, Ga.	Mark Singleton	4	42		900S	12.9	2.0	188	439	0	439
Hanley Dawson Toyota-Saab Chicago, Ill.	Hanley Dawson Jr.	6	N.A.	Chrysler, Plymouth, Toyota	N.A.	12.0*	2.0*	N.A.	394	0	394
Saab Ailents Roswell, Ga.	Douglas Klee	1	45		900S	13.9	2.0	262	392	0	392
Charles River Saab Watertown, Mass.	Felix Bosshard	32	50		900S	12.0	4.0	275	375	0	375
Patrick Motors Worcester, Mass.	James Patrick	17	58	Subaru	900S	17.8	1.1	216	374	0	374
STERLING											
Lou Ehlers Cadillac-Sterling Los Angeles, Calif.	L.W. Ehlers	41	126	Cadillac	825-S	42.2	10.3	234	185	74	259
Martin Cadillac-Sterling Los Angeles, Calif.	Dana R. Martin	11	200	Cadillac	825-SL	96.2	15.5	0	221	0	221
Motorworks of Barrington Barrington, Ill.	Paul Tamraz	15	180	Mercedes, BMW, Lotus, Porsche, Suzuki, Cadillac	825-SL	35.0*	6.0*	400	215	0	215
Don Massey Cadillac-Sterling Plymouth, Mich.	Don Massey	30	150	Cadillac, Rolls-Royce	N.A.	80.0*	6.0*	N.A.	170	0	170
Douglas Sterling Corp. Summit, N.J.	Peter T. Liebman	23	58	VW	825-SL	30.7	3.7	70	167	0	167
Braman Motor Cars West Palm Beach, Fla.	Richard Hellawell, Norman Braman	3	85	BMW, Maserati, Rolls-Royce	825-SL	31.0*	4.5*	N.A.	160	0	160

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TOP SELLING FRANCHISES

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
Meier Cadillac-Sterling Dallas, Texas	Todd Meier	19	132	Cadillac	825-SL	$ 78.0	$10.5	685	158	0	158
Jim Ellis Atlanta Inc. Atlanta, Ga.	James W. Ellis Jr.	18	80	Porsche, Audi, Lotus	825-SL	38.7	7.1	385	151	0	151
Sewell Village Cadillac-Sterling Dallas, Texas	Carl Sewell	77	250	Cadillac	N.A.	98.0*	20.0*	N.A.	142	0	142
Coral Sterling Pompano Beach, Fla.	Norman E. Wiese	35	3		825-SL	3.9	0.2	N.A.	136	0	136
SUBARU											
Ken Sanders Subaru Morrow, Ga.	Ken Sanders	N.A.	N.A.	N.A.	N.A.	26.5*	3.2*	N.A.	261	2,375	2,636
Browning Olds-Subaru Cerritos, Calif.	Kent Browning	15	150	Olds	GL Wagon	66.1	10.9	1,059	1,050	296	1,346
Heritage Olds-Subaru Plano, Texas	Bob Guenther	3	225	Olds, Bertone	GL Wagon	72.0	8.5	900	720	580	1,300
Hurt Subaru Englewood, Colo.	A.J. Guanella Jr., Lloyd Chavez	16	87		4wd Wagon	25.4	4.3	1,325	1,197	86	1,283
Blackstone Subaru Seekonk, Mass.	Al Dosanjos	9	80		GL Wagon	14.5	4.4	425	935	0	935
Norwood Subaru Inc. Norwood, Mass.	Edmund H. Gendreau	15	38		4wd Wagon	14.4	1.9	102	930	0	930
Manhattan Subaru Rockville, Md.	Joseph Herson	42	41		4wd Wagon	13.7	1.3	156	890	0	890
Continental Motors Anchorage, Alaska	Peter Adolph, Bahne Martensen	17	63	Volvo, Mazda	GL Wagon	21.5	3.8	684	826	22	848
Goldstein Motors Inc. Colonie, N.Y.	Clifford D. Coddington	14	50		4wd Wagon	15.7	2.0	393	835	0	835
Stohlman VW and Subaru Vienna, Va.	Richard H. Stohlman	18	102	VW, Excalibur	4wd Wagon	29.7	5.3	289	791	0	791
SUZUKI											
Red Bird Suzuki Duncanville, Texas	Tony Gullo, Ted Heas	8	100	Nissan, Jeep, Eagle		23.8*	4.4	895	1,075	100	1,175
Totem Lake Suzuki Kirkland, Wash.	Bill Wright	25	100	Ford, Toyota		53.8	1.0	1,091	1,011	68	1,079
Stillman Suzuki Englewood, N.J.	Walter R. Stillman	80	12			11.3	0.9	0	1,010	0	1,010
Superior Suzuki Tampa, Fla.	Jeffrey I. Wooley	13	21			10.6	1.1	0	952	39	991
Vista Suzuki Woodland Hills, Calif.	Steve Shuken	14	175	Ford, Isuzu		68.7	7.0	938	968	0	968
Century Suzuki Inc. Wallingford, Conn.	Michael Ferranti	1	17			11.3	0.5	199	952	0	952
Worthington Suzuki Huntington Beach, Calif.	Cal Worthington	37	100	Dodge		38.5	4.0	801	940	0	940
Earnhardt Suzuki Tempe, Ariz.	Hal J. Earnhardt III	N.A.	25			13.1	1.2	408	924	0	924
Bob Ciasulli Suzuki Little Falls, N.J.	Robert Ciasulli	18	22			9.5*	0.8*	0	901	0	901
Martin Suzuki Ardmore, Pa.	Martin Lustgarten	12	16			8.3	0.7	50	860	0	860
TOYOTA											
Longo Toyota El Monte, Calif.	John Clark	3	261		Camry	224.9	14.9	2,185	12,744	6,708	19,452
Kendall Toyota Miami, Fla.	Gerald F. Bean	N.A.	N.A.		N.A.	130.0*	10.0*	N.A.	4,000*	8,511*	12,511
Gateway Toyota Toms River, N.J.	Kenneth L. Hagen	15	175		Camry	150.1	4.7	993	11,198	901	12,099
Covington Pike Toyota Inc. Memphis, Tenn.	John A. Reddell	5	229		2wd Truck	130.8	5.6	1,505	9,304	0	9,304
Toyota of Orange Orange, Calif.	David W. Wilson	5	123		Camry	92.1	6.9	1,779	5,646	638	6,284
Toyota of Hollywood Hollywood, Fla.	Craig Zinn	8	193		Corolla	100.7	6.8	1,874	5,702	3	5,705
Elmore Toyota Westminster, Calif.	Lester P. Elmore	25	100		Camry	76.9	4.4	1,663	5,066	0	5,066
Sterling McCall Toyota Houston, Texas	Sterling B. McCall Jr.	19	120		Camry	71.9	7.0	1,097	2,288	2,505	4,793

*Estimate

continued →

TOP SELLING FRANCHISES 87

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
Toyota of Cerritos Cerritos, Calif.	Lewis M. Webb	12	140		Camry	$ 93.7	$10.2	1,512	4,394	312	4,706
Toyota of Garden Grove Garden Grove, Calif.	Jan Goodrow	8	125		Corolla	78.3	6.9	2,389	3,622	1,630	5,252
VOLKSWAGEN											
Tynan Volkswagen Inc. Aurora, Colo.	Ed Tynan	25	40	Isuzu	Jetta	24.2	2.3	847	447	1,200	1,647
Jim Ellis Volkswagen Inc. Atlanta, Ga.	James W. Ellis Jr.	18	85		Jetta	31.9	6.1	742	1,523	0	1,523
South County Motors Huntington Beach, Calif.	Daniel J. McKenna	5	80	Isuzu	Jetta	28.9	3.8	1,083	1,341	0	1,341
Ganley Inc. Cleveland, Ohio	Tom Ganley	17	48	Mazda	Jetta	26.3	2.0	1,568	188	979	1,167
Volkswagen Santa Monica Inc. Santa Monica, Calif.	W. H. Sullivan		120	Hyundai	Jetta	36.1	7.6	267	1,134	0	1,134
Douglas Motors Corp. Summit, N.J.	Peter T. Liebman	23	58	Sterling	Jetta	30.7	3.7	70	1,041	0	1,041
DiFeo Volkswagen Inc. Jersey City, N.J.	Joseph C. DiFeo	6	37		Jetta	14.2	1.5	28	1,004	0	1,004
Stohlman VW and Subaru Vienna, Va.	Richard H. Stohlman	18	102	Subaru, Excalibur	Jetta	29.7	5.3	289	969	0	969
Volkswagen of Downtown L.A. Los Angeles, Calif.	Nickolas N. Shammas	40	49		Jetta	14.3	2.6	187	965	0	965
Sonnen Motors (Leon Felton Co.) San Rafael, Calif.	Peter Sonnen	25	40	Audi	Jetta	15.0	2.3	176	480	442	922
VOLVO											
Dyer & Dyer Inc. Chamblee, Ga.	Richard S. Dyer Jr.	9	180	Yugo	DL Sedan	87.4	11.1	2,441	1,861	0	1,861
Volvoville USA Inc. Massapequa, N.Y.	Michael Lazarus, Bryan Lazarus	24	104	Range Rover	740 GLE	48.9	7.1	450	1,500	47	1,547
Warren Henry Volvo Inc. Miami, Fla.	Warren Henry Zinn	12	217		DL Sedan	44.3	7.1	781	1,218	0	1,218
The Volvo Collection Miami, Fla.	Joseph A. DeMaria	25	121		740 GLE	42.9	6.6	467	923	280	1,203
San Diego Volvo Inc. San Diego, Calif.	Manny Jardin, Wes Hinkle	12	108		740 GLE	34.4	6.5	482	1,120	0	1,120
Martin Motors New York, N.Y.	Martin Schlanger	26	150	BMW	740 Turbo	28.0*	3.5*	90	820	0	820
Don Beyer Volvo Falls Church, Va.	Donald S. Beyer Jr.	14	88		740 GLE	26.8	7.1	380	817	0	817
Kramer Volvo Santa Monica, Calif.	Robert Kramer	37	80		740	25.5*	8.6	N.A.	701	0	701
Autobahn Volvo Fort Worth, Texas	John Chase	9	58		740 GLE	20.0	4.0	250	662	0	662
Orange County Volvo Garden Grove, Calif.	Charles K. Patterson	N.A.	75		240	21.1	4.8	125	632	21	653
YUGO											
Yugo of Pensacola Pensacola, Fla.	Warren Taylor	N.A.	N.A.	N.A.	GV	10.0*	1.5*	N.A.	799	0	799
Dyer & Dyer Inc. Chamblee, Ga.	Richard S. Dyer Jr.	9	180	Volvo	GV	87.4	11.1	2,441	734	0	-734
Merideth Yugo Daphne, Ala.	Robert L. Merideth	2	22		GV	4.9	0.4	144	691	0	691
Westway Yugo Irving, Texas	Joe Tigue	7	185	Ford	GV	20.0*	3.2*	1,400	590	0	590
Kelley Yugo Brewer, Maine	Richard Kelley	23	19		GV	3.7*	0.6*	300	573	0	573
Perillo Pontiac-Yugo Chicago, Ill.	Joseph Perillo, Anthony C. Scala	9	52	Pontiac	GV	18.4	1.9	452	510	0	510
Lossman Motors Lakewood, Ohio	Jerry Tenhover	5	50	VW	GV	8.5	1.8	300	496	0	496
Liberty Buick Co. Libertyville, Ill.	Sidney Oko	23	70	Buick, Jeep, Eagle	GV	27.5	3.7	494	427	0	427
Caviness Motors Ocala, Fla.	Rupert Caviness	43	75	Buick	GV	21.4	1.4	924	421	0	421
Eastside Nissan-Yugo Columbus, Ohio	Phil Siefke	10	103	Nissan	GV	21.9	3.8	690	415	0	415

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SALES GIANTS '87

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showroom. Only one was dualed with a domestic.

AUDI: Despite the spate of ill publicity surrounding the Audi 5000-S and the sudden-acceleration issue, most of the highest-volume Audi dealers reported that the car was their best-selling model last year.

The 5000 Quattro, reported by Prestige Imports, Lakewood, Colo., was the exception.

Most of the Audi franchises on the list were dualed with traditional German companion makes — Porsche and Volkswagen — or a non-traditional German make — Mercedes-Benz — although three were dualed with Sterling and two with Range Rover.

Keeme Annis, of the top-selling Annis Corp. dealership, Natick, Mass., said the operation was successful in 1987 because of "top people and top products, despite some pricing and public relations difficulties."

Six of the 10 high-volume Audi franchises were on the list for the second consecutive year, including Annis — high-volume franchise in both 1987 and 1986 — and two-time second-largest franchise, Lynch Imports, Chicago.

BMW: Ownership of the top-selling BMW outlet changed hands in 1987, but new dealer Hideaki Yasuki maintained the dominance of Weatherford BMW, Emeryville, Calif. The dealership reported 918 deliveries in 1987 — all retail — compared with 1,091 in 1986.

The list of the top 10 BMW franchises last year included seven that also were on the 1986 list.

BMW's biggest dealers still reported that the 3-series cars were their best selling model.

Only two of the top franchises reported that they were duals.

Steve Schaper, general manager at Stevens Creek BMW Motorsport, Santa Clara, Calif., defined that dealership's success as "maintaining a sense of urgency in all departments, always seeking new markets for our products and properly trained managers with specific goals for their departments."

BUICK: The top Buick dealers last year had a number of things in common, the most significant of which was heavy reliance on fleet sales.

Each of the top 10 Buick dealerships sold more fleet units than retail units.

Three, including top-seller Reef Buick, Fort Lauderdale, Fla., were new to the 1987 Automotive News Sales Giants list.

The reasons the dealers gave for success in 1987 were fairly typical of the comments of other successful dealers, although there were some variations.

Ralph C. Ghioto Jr., Royal Buick, Tampa, Fla., said success came from "keeping our eyes focused on the basics and placing emphasis on people development."

Bob Brest Buick said simply: "Big volume through multi-media advertising."

Irving N. Segal, Loren Buick, Glenview, Ill., was candid. "Cut overhead and hard work," he said. "But 1987 was still a down year from 1986."

CADILLAC: Only six of the top-volume Cadillac dealerships in this year's Automotive News Sales Giants ranking were repeaters from 1986.

One of the newcomers was Polkowitz Motors, Perth Amboy, N.J., which used its multi-line fleet business to post total new Cadillac sales of 13,592 units in 1987, making it the new sales leader.

Bayview Cadillac, the 1986 Cadillac leader and one of the Ed Morse dealerships in Florida, finished second in 1987.

The Penske organization placed two franchises in the top 10, although its Manhattan Penske Auto Center was acquired from the Potamkin organization in late 1987.

CHEVROLET: The highest-volume Chevrolet franchises rolled up some impressive numbers last year, including the three top — and five of the top 10 — places as highest-volume franchises among all the 1987 Automotive News Sales Giants.

Edward J. Morse Jr., of the dominant Morse family of dealers in Florida, relied on fleet business to make his Ed Morse Chevrolet rank as the top-selling franchise — of any make — in the United States last year.

The big Chevrolet dealers sold so many cars that 10th place for the franchise — held by Delorme Chevrolet, Inglewood, Calif. — reported total sales of 8,831 in 1987, more than the largest single franchises for 27 of the 35 makes included in the Automotive News Sales Giants.

The top 10 Chevrolet dealers averaged 14,824 new car and truck sales last year, more than the No. 1 franchises for each of 33 makes — all of the other makes in the Automotive News Sales Giants list except Ford Division.

Jim Johnson Chevrolet, Richardson, Texas, held the only one of the top 10 Chevy franchises that sold more Chevrolet cars and trucks at retail than to fleet customers.

Johnson's success factor: "People."

CHRYSLER-PLYMOUTH: The fleet business obviously improved a number of Chrysler-Plymouth dealers' performances in 1987.

All 10 of the highest-volume Chrysler-Plymouth dealers, like so many other high-volume domestic-

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TOPS IN NEW-UNIT SALES '87

Rank	Dealership	Location	Total 1987 New Units
1	Ed Morse Chevrolet	Lauderhill, Fla.	25,063
2	Friendly Chevrolet	Dallas, Texas	20,543
3	The Chevrolet Collection	Miami, Fla.	19,825
4	Longo Toyota	El Monte, Calif.	19,452
4	Fairway Ford	Latrobe, Pa.	19,452
6	Jordan Ford	Mishawaka, Ind.	17,579
7	Bill Wink Chevrolet	Dearborn, Mich.	16,979
8	Lake Forest Chrysler-Plymouth	Gaithersburg, Md.	14,783
9	Bob Brest Chevrolet	Lynn, Mass.	14,510
10	Polkowitz Motors (Cadillac)	Perth Amboy, N.J.	13,592
11	Santa Monica Ford	Santa Monica, Calif.	12,802
12	Stephen World of Wheels (Pontiac)	Bristol, Conn.	12,626
13	Arnold Palmer Ford-L-M (L-M)	Hilton Head, S.C.	12,527
14	Kendall Toyota	Miami, Fla.	12,511
15	Libertyville Lincoln-Mercury	Libertyville, Ill.	12,220
16	Z. Frank Chevrolet	Chicago, Ill.	12,177
17	Gateway Toyota	Toms River, N.J.	12,099
18	Rice and Holman Ford	Mt. Laurel, N.J.	11,720
19	Prospect Motors (Chevrolet)	Jackson, Calif.	10,709
20	Bast Chevrolet	Seaford, N.Y.	10,281
21	South Bay Chrysler-Plymouth	Torrance, Calif.	9,595
22	McInerney Ford	Orlando, Fla.	9,456
23	Luke Potter Dodge	Winter Park, Fla.	9,339
24	Jim Johnson Chevrolet	Richardson, Texas	9,317
25	Covington Pike Toyota	Memphis, Tenn.	9,304

TOPS IN USED CARS '87

Rank	Dealership	Location	1987 Retail Used Units
1	Jim Johnson Chevrolet	Richardson, Texas	3,800
2	Ricart Ford	Columbus, Ohio	3,503
3	JM Pontiac	Hollywood, Fla.	2,798
4	ABC Nissan	Phoenix, Ariz.	2,744
5	Dave McIntire Isuzu Center	Indianapolis, Ind.	2,655
6	Rountree Isuzu	Shreveport, La.	2,576
7	Dyer & Dyer	Chamblee, Ga.	2,441
8	Wally McCarthy's Oldsmobile	Minneapolis, Minn.	2,423
9	Toyota of Garden Grove	Garden Grove, Calif.	2,399
10	McInerney Ford	Orlando, Fla.	2,351
11	Stephen World of Wheels	Bristol, Conn.	2,320
12	Longo Toyota	El Monte, Calif.	2,185
13	Stu Evans Lincoln-Mercury	Garden City, Mich.	1,991
14	Dodgeland	Springfield, N.J.	1,935
15	Jordan Ford	Mishawaka, Ind.	1,910
16	Toyota of Hollywood	Hollywood, Fla.	1,874
17	Dave Sinclair Ford	St. Louis, Mo.	1,794
18	Toyota of Orange	Orange, Calif.	1,779
19	Elmore Toyota	Westminster, Calif.	1,663
20	Galpin Ford	Sepulveda, Calif.	1,625
21	Pflueger Honda	Honolulu, Hawaii	1,576
22	Al Piemonte Ford	Melrose Park, Ill.	1,573
23	Ganley (Volkswagen)	Cleveland, Ohio	1,568
24	King Motor Company	Fort Lauderdale, Fla.	1,566
25	Lynch Imports	Chicago, Ill.	1,518

SALES GIANTS '87

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make dealers, sold more fleet units than retail units last year.

Six of those top 10 dealers were among the Automotive News Sales Giants for the second consecutive year, including a repeat by the one-two combination of Lake Forest Chrysler-Plymouth, Gaithersburg, Md., and South Bay Chrysler-Plymouth, Torrance, Calif.

Although many of the players were the same, unit volumes were higher last year than in 1986. Leader Lake Forest raised its annual new-unit total to 14,783 from 8,480 in 1986.

DODGE: In contrast to the top-volume Chrysler-Plymouth dealers, who improved their unit sales in 1987, the high-volume Dodge dealers last year recorded volumes almost identical to 1986.

Three of the top Dodge franchise holders also held top-10 Chrysler-Plymouth franchises. Seven of the top 10 Dodge dealers were also Automotive News Sales Giants in 1986, including repeat sales leader Luke Potter Dodge, Winter Park, Fla., which posted 9,339 new-unit sales in 1987 and 9,433 in 1986.

Three of the top 10 Dodge dealers actually sold more retail than fleet units, although Luther D. Potter, Luke Potter Dodge, attributed his dealership's success to "aggressive fleet programs."

Caravan was the overwhelming popularity winner among Dodge dealers.

FORD: The list of the highest-volume Ford dealers, like the other domestic-make lists, was dominated by fleet moguls, with two places including the top spot, held by Arnold Palmer dealerships.

Fairway Ford, Latrobe, Pa., took the make leadership and finished fourth among franchises of all makes with 19,452 new-car and truck deliveries.

Arnold Palmer Ford-Lincoln-Mercury finished seventh among the ranking Ford franchises as well as first among Lincoln-Mercury franchises.

The highest finish for a volume retail dealer with few fleet sales was eighth for Ricart Ford, Columbus, Ohio, the first-place Ford retail dealer last year. Ninth and 10th places also went to perennial retail leaders Galpin Ford, Sepulveda, Calif., and Dave Sinclair Ford, St. Louis.

HONDA: There were few surprises among all of the very successful Honda dealers: Accord was the most popular model; virtually all of the top 10 franchises were in exclusive dealerships; five were repeaters from the 1986 Sales Giants list; and half reported fleet sales.

Most of the top 10 Honda dealers mentioned that they were successful because of the Honda product and customer satisfaction, which was defined by Horst J. Guenter Korallus, Honda of Lisle, Lisle, Ill., as "being consistent."

HYUNDAI: The growth of the Hyundai dealer group has given rise to a number of new high-volume dealers for the Korean make. Only four of the top 10 dealers were on the list for the second time, although sales leader Charles Ellinwood, Hyundai of Escondido, Escondido, Calif., was one of them.

In addition to the changes in the list, volume increased for the biggest Hyundai dealers last year. Escondido Hyundai, for example, recorded sales of 3,546 compared with 2,398 in 1986.

ISUZU: Half of the Isuzu dealers listed among the Automotive News Sales Giants were new for 1987, although the best-selling franchise, King Motor Co. of Fort Lauderdale, Fort Lauderdale, Fla., was a repeater.

Two of the top 10 Isuzu dealers cited "merchandising techniques" as a key to success last year.

Terry Rupenthal, Fountain Motor Co., Orlando, Fla., simply said management made the difference, while W. Clay King, King Motor Co., Ford Lauderdale, Fla., cited "good leadership."

The highest-volume Isuzu dealers were in the East. Only three said they were exclusives; the others were dualed with a plethora of import and domestic makes.

JAGUAR: Volumes slipped a little last year for the leading Jaguar franchises.

Hempstead Auto Co., which headed the list of top-selling Jaguar franchises in 1986 and 1987, sold 904 new units last year compared with 1,032 the previous year.

In addition to Hempstead, six other dealerships were consecutive-year Automotive News Sales Giants, including Main Auto Sales, Madison, N.J., which finished 10th two years running. Main's Jaguar sales went from 423 in 1986 to 359 in 1987.

Only three of the franchises included in the listing were in exclusively Jaguar dealerships. Dualed makes included primarily other prestigious European makes, although Main Auto Sales dualed Jaguar with Chrysler and Plymouth.

JEEP-EAGLE: The shift in ownership of American Motors and the resulting change in dealership signage didn't seem to matter to most of the top AMC dealers. When Chrysler Corp. acquired AMC in August, the high-volume dealers went right on selling.

In all, six of the 10 largest AMC dealers in 1986 were on the list of the top 10 Jeep-Eagle dealers in 1987.

continued →

TOPS IN DOLLAR SALES

Rank	Dealership	Location	1987 Sales (in Millions)
1	Polkowitz Motors	Perth Amboy, N.J.	$312.5
2	Fairway Ford	Latrobe, Pa.	260.0
3	Friendly Chevrolet	Dallas, Texas	258.3
4	Ed Morse Chevrolet	Lauderhill, Fla.	256.1
5	Stephen World of Wheels	Bristol, Conn.	236.4
6	South Bay Chrysler-Plymouth	Torrance, Calif.	234.3
7	Prospect Motors	Jackson, Calif.	227.9
8	Jordan Ford	Mishawaka, Ind.	227.1
9	Longo Toyota	El Monte, Calif.	224.9
10	Libertyville Lincoln-Mercury	Libertyville, Ill.	211.7
11	Bill Wink Chevrolet	Dearborn, Mich.	199.3
12	Penske Auto Center	New York, N.Y.	185.0
13	McInerney Ford	Orlando, Fla.	177.7
14	Jim Johnson Chevrolet	Richardson, Texas	170.4
15	Rice and Holman Ford	Mt. Laurel, N.J.	157.5
16	Bayview Cadillac	Fort Lauderdale, Fla.	155.3
17	Bob Brest Chevrolet	Lynn, Mass.	154.9
18	Gateway Toyota	Toms River, N.J.	150.1
19	Arnold Palmer Ford-L-M	Hilton Head, S.C.	150.0
20	Santa Monica Ford	Santa Monica, Calif.	144.6
21	Z. Frank Chevrolet	Chicago, Ill.	143.3
22	Lake Forest Chrysler-Plymouth	Gaithersburg, Md.	140.0
23	Luke Potter Dodge	Winter Park, Fla.	135.2
24	Arnold Palmer Motors	Latrobe, Pa.	132.0
25	Central Florida Motors	Orlando, Fla.	131.5

California has 23% of biggest dealers

If all of the Automotive News Sales Giants in California were laid end to end, they would equal nearly 23 percent of the 350 franchises included in the 1987 list.

Although the 350 franchises are scattered across 31 states and Puerto Rico, the six leading states account for nearly two-thirds — 227 franchises or 64.86 percent — of the 350.

The clustering was most prevalent in big fleet market areas and in heavily populated, high-demographic areas.

Polarization was clearly toward the Eastern half of the United States: 231 of the franchises are in dealerships east of the Mississippi River, including Puerto Rico, while 119 of the 1987 Automotive News Sales Giants are in states west of the Mississippi River, including Hawaii and Alaska.

The geographical distribution was as follows: California, 80; Florida, 44; New Jersey, 36; New York and Illinois, 23 each; Texas, 21; Massachusetts and Georgia, 16 each; Maryland, 13; Virginia, 12; Pennsylvania, nine; Minnesota and Connecticut, eight each; Colorado, six; Michigan and Ohio, five each; Missouri, four; Arizona, Indiana, Louisiana, Rhode Island, South Carolina and Washington, 2 each; Alaska, Alabama, Hawaii, Idaho, Maine, North Carolina, Oregon, Tennessee and Puerto Rico, one each.

In addition to the state by state view, there also was a pronounced clustering around major metropolitan areas.

Los Angeles, New York City, Miami, Washington, Chicago, Atlanta, Boston and Dallas proved to be the major metropolitan markets for the high-volume franchises.

As might be expected, there was heavy concentration of imported makes in the West Coast, East Coast and Gulf Coast regions, while domestic makes were relatively stronger in the North and Midwest.

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SALES GIANTS 87

continued from page 56

Leading the list for the second consecutive year was Jasper Jeep Sales, Jasper, Ga., which did not sell AMC or Renault automobiles and does not sell Eagle cars — it is exclusively Jeep.

Each of the top Jeep-Eagle dealers, including the ones that sell cars, reported that Cherokee was the most popular 1987 model.

LINCOLN-MERCURY: Last year was a big one for the leading Lincoln-Mercury dealers, particularly those who like to do fleet business.

Subtle changes in the fleet market — and Ford's newly acquired stake in the Hertz car-rental operation — opened new markets to enterprising dealers.

The L-M franchises included in the Automotive News Sales Giants in 1987 had average new-unit deliveries of 5,208 compared just 3,108 for the 1986 Sales Giants.

Only one of the top 10 franchises was dualed with anything other than Merkur, and that franchise was dualed with Ford. Many were exclusively L-M.

Fleet sales were not as important to the 10 largest L-M franchises as they were to the high-volume franchises of other makes. Only the four largest L-M dealers did more fleet than retail business.

MASERATI: The wonderful world of low-volume luxury automobiles was again very good to the top Maserati dealers.

Eight of the 10 Maserati franchises listed in the Automotive News Sales Giants for 1987 also were there for 1986, with 92 new units being the top volume in both 1986 and 1987.

The 1987 sales leader, Mark LaPrade Inc., St. Petersburg, Fla., was the second-place finisher in 1986, and the 1986 leader fell from the list in 1987.

The most-popular model designation was split between the Biturbo coupe and Spyder.

Only Grand Touring Motorcars was an exclusive dealership.

MAZDA: Sales leadership among the Mazda franchises shifted last year, as total car and truck new-unit volumes slipped.

Five of the 10 sales leaders from 1986 were back in the top 10 for 1987. However, the sales leader in 1986, Oak Tree Mazda, San Jose, Calif., slipped to third place. The 1987 sales leader, Ted Britt Mazda, Fairfax, Va., posted a car and truck new-unit sales total of 2,284.

Only two of the top Mazda franchises had any fleet sales last year.

David Allison, president and general manager of Oak Tree Mazda, cited the usual reasons for success but added candor. "Our goal for 1987 was survival," Allison said. "Strong back-end departments helped make that possible."

MERCEDES-BENZ: Most of the players among the top-selling Mercedes-Benz franchises were the same in 1987 as in 1986, but there were some changes. One of the 1986 leaders, in Dallas, was sold and became Park Place Motorcars, but it remained in the top 10. One dealership fell from the top 10 and was replaced by Prestige Motors, Paramus, N.J.

The new volume leader for 1987 was House of Imports, Buena Park, Calif.

There were other shifts in the ranks, although the company-owned store in Manhattan remained ensconced in the top 10 and the company-owned store in Hollywood, Calif., remained just below the top 10.

MITSUBISHI: The Mitsubishi dealer organization, recruited from the ranks of proven dealers, was still growing in 1987, but there were some clear volume leaders.

The sales leader in 1987 was Century Mitsubishi, Warwick, R.I., with 4,829 new-unit deliveries including 3,000 fleet units.

Half of the top 10 dealers reported fleet sales for 1987.

Century was one of seven Mitsubishi dealerships in the Eastern United States to capture spots in the top 10. Another was in Connecticut, with five others in New Jersey. The other three volume leaders were California franchises.

NISSAN: Like many import dealer groups, the top-volume Nissan franchises remained essentially intact from 1986 to 1987 — with seven repeaters among the top 10.

But Nissan's leading dealers this year averaged fewer new-unit sales. Despite the leaner times,

continued →

PARTS & SERVICE LEADERS

Rank	Dealership	Location	1987 parts & service vol.
1	Jim Slemons Imports	Newport Beach, Calif.	$20.9
2	Sewell Village Cadillac-Sterling	Dallas, Texas	20.0
3	Friendly Chevrolet	Dallas, Texas	18.5
4	Jim Lupient Oldsmobile	Minneapolis, Minn.	16.5
5	Martin Cadillac Co.	Los Angeles, Calif.	15.5
6	South Bay Chrysler-Plymouth	Torrance, Calif.	15.1
7	Longo Toyota	El Monte, Calif.	14.9
8	Penske Auto Center	New York, N.Y.	14.0
9	Parkway Isuzu	Chesapeake, Va.	13.4
10	Roger Penske Cadillac	Downey, Calif.	12.9
11	House of Imports	Buena Park, Calif.	12.7
12	Freeman-Olds-Mazda	Irving, Texas	12.1
12	Mossy Oldsmobile	Houston, Texas	12.1
14	King Motor Co.	Fort Lauderdale, Fla.	11.7
15	Rice and Holman Ford	Mt. Laurel, N.J.	11.5
16	Dyer & Dyer	Chamblee, Ga.	11.1
17	Jim Johnson Chevrolet	Richardson, Texas	11.0
18	Stephen World of Wheels	Bristol, Conn.	10.9
18	Browning Olds-Subaru	Cerritos, Calif.	10.9
20	Henry Faulkner Inc.	Philadelphia, Pa.	10.8
20	Doran Chevrolet-Peugeot	Dallas, Texas	10.8
22	Meier Cadillac-Sterling	Dallas, Texas	10.5
23	Ed Morse Chevrolet	Lauderhill, Fla.	10.4
24	Lou Ehlers Cadillac-Sterling	Los Angeles, Calif.	10.3
25	ABC Nissan	Phoenix, Ariz.	10.2
25	Toyota of Cerritos	Cerritos, Calif.	10.2

Service volume not full gauge of dealership's overall ranking

Sometimes it is possible to relate parts and service dollar volume to new-unit sales volume. It would stand to reason that if a dealership moves a lot of cars and trucks, there would be a pretty good owner base to boost the parts and service business.

Slemons

It's not necessarily true. The Automotive News Sales Giants dealership with the highest parts and service volume — nearly $21 million — was Jim Slemons Imports, a Newport Beach, Calif., Mercedes-Benz dealership with 216 employees that sold 1,261 new Mercedes-Benz units and 1,029 used units last year, ringing up total dealership sales of $96.7 million.

The store was only the fifth largest Mercedes-Benz franchise in unit sales, and was not among the Automotive News Sales Giants top 25 for total new-unit sales, retail new-unit sales or total dollar sales.

Slemons owns four other dealerships.

He reported that parts and service dollar sales amounted to 21.61 percent of his total sales for the Mercedes dealership in 1987.

That compares to an Automotive News Sales Giants average of 8.63 percent last year.

The 10th highest parts and service dollar volume — $12.9 million — was reported by Roger Penske Cadillac, Downey, Calif., which equaled 10.57 percent of that dealership's total sales.

Parts and service accounted for just 6.63 percent of total sales at Penske's Longo Toyota, the highest-volume retail unit franchise.

Of the top 25 parts and service dealerships, just 10 are primarily import stores.

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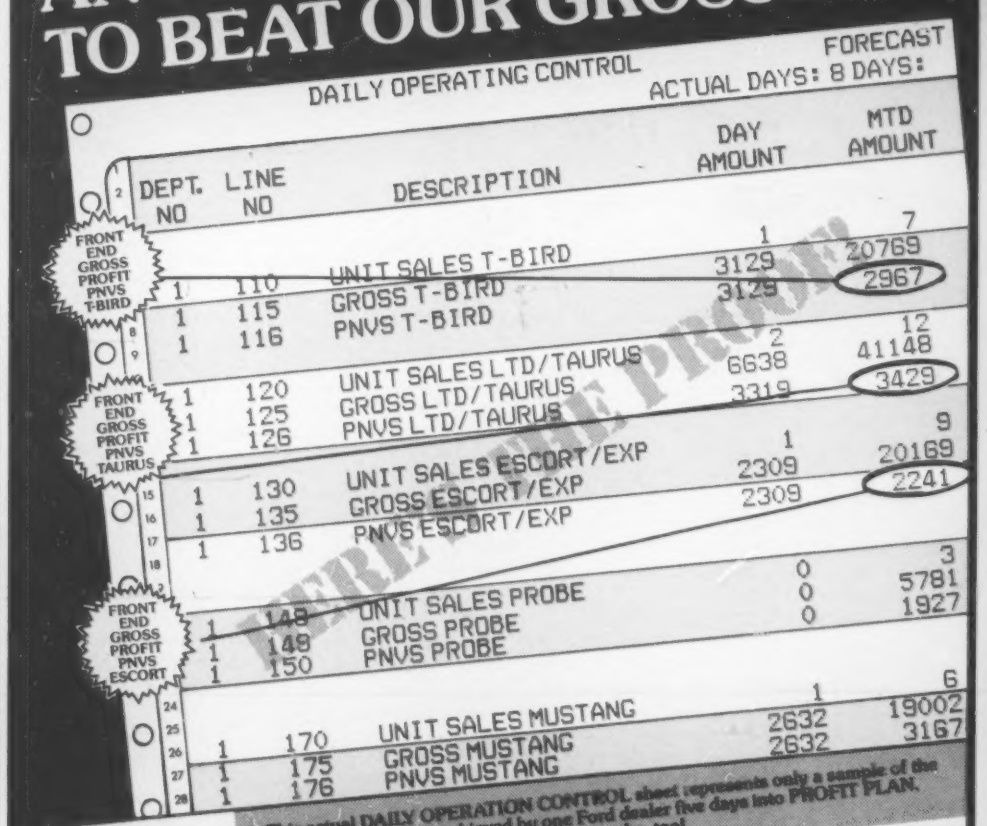
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LINE NO
DESCRIPTION
DAY AMOUNT
MTD AMOUNT
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1 115 GROSS T-BIRD 3129 2967
1 116 PNVS T-BIRD
FRONT END GROSS PROFIT PNVS TAURUS
1 120 UNIT SALES LTD/TAURUS 2 6638 12 41148
1 125 GROSS LTD/TAURUS 3319 3429
1 126 PNVS LTD/TAURUS
FRONT END GROSS PROFIT PNVS ESCORT
1 130 UNIT SALES ESCORT/EXP 1 2309 9 20169
1 135 GROSS ESCORT/EXP 2309 2241
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SALES GIANTS 87

Used-vehicle sales important to pacesetters in new units

Many of the new-car dealers with franchises listed among the Automotive News Sales Giants augmented new-car profits with healthy used-unit business in 1987.

Not surprisingly, the franchises that emphasize high-volume retail new-car and truck sales, rather than fleet deliveries, tended to do the most retail used-car business, because of the stimulus and support that the used-car business provides.

Johnson

The top 10 used-unit retailers included five primarily domestic-make dealerships and five primarily import dealerships.

Jim Johnson Chevrolet, Richardson, Texas, topped the list of used-unit retailers by using two lots and selling 3,800 units in 1987. "You've got to keep them (used units) moving to make room and keep the new ones moving," he said.

His company's emphasis on used vehicles and trade-ins is almost a necessity — it supported 7,748 retail and 1,569 fleet sales last year. It tallied enough new-unit sales to rank his Chevy franchise No. 24 among the 350 Automotive News Sales Giants.

Johnson also has a used-car wholesale lot that holds its own auction, moving some 75 to 85 units weekly.

continued from page 57

none of the leading Nissan franchises dualed with another make in 1987.

Nissan's sales leader for both 1986 and 1987 was ABC Nissan, Phoenix, Ariz., although its car and truck new-unit sales declined from 5,742 in 1986 to 4,923 in 1987.

OLDSMOBILE: The most notable absence from the list of the top 10 volume Oldsmobile dealers in 1987 was Dale Oldsmobile, the Bronx (N.Y.) franchise that perpetually dominates the field with staggering fleet deliveries.

Dale led not only the Oldsmobile list in 1986, but also the entire Automotive News Sales Giants listing for all import and domestic franchises, with 26,565 new-unit sales.

Only one other 1986 high-volume Oldsmobile franchise slipped from the top 10 in 1987, leaving eight repeaters.

PEUGEOT: Only five of the 1986 Peugeot top-volume franchises made it back to the Automotive News Sales Giants for 1987.

In 1987, volumes for Peugeot's Sales Giants declined — from the 325 units sold by 1986 sales leader Maplewood Peugeot, Maplewood, N.J., to the 225 units sold by 1987 sales leader Exotic Motors, Bellevue, Wash.

In one of the major year-to-year shifts, Autos Vega, San Juan, Puerto Rico, jumped from ninth place with 139 deliveries in 1986 to third place with 178 new-unit sales in 1987.

PONTIAC: Some of the players were different for 1987, and some of the players who were included in the Automotive News Sales Giants for both 1986 and 1987 shifted rankings, but volume remained good for the top-selling Pontiac franchises last year.

Stephen World of Wheels, Bristol, Conn., was the new-unit sales leader in 1987 with 12,626 deliveries, virtually identical to the 12,669 units sold by 1986 sales leader JM Pontiac, Hollywood, Fla.

Grand Am took on new importance to Pontiac dealers last year as the unanimous best-selling model among franchises that emphasized fleet sales as well as those that emphasized retail sales.

One of the newcomers to the Automotive News Sales Giants, Jim Fresard, Jim Fresard Pontiac, Royal Oak, Mich., had a unique perspective on success: "The most important factor is community involvement, and most of our customers are loyal to us," Fresard said.

PORSCHE: Rising product prices, the falling U.S. dollar, radically higher entry-level models and some dealer group dissension did little to alter the composition of the top 10 volume Porsche dealers in 1987, although unit sales fell.

The sales leader in 1987 was once again Forest Lane Porsche-Audi-Alfa Romeo, Dallas, although that franchise's total dipped from 558 new-Porsche sales in 1986 to 365 in 1987.

In all, seven Porsche franchises repeated as top 10 performers.

RANGE ROVER: When Range Rover started building its dealer organization in early 1987, it followed a common import practice: It signed dealers who were proven winners with their existing franchises.

Therefore, it is not surprising that most of the Range Rover franchises in the 1987 Automotive News Sales Giants listing are held by dealers who have other franchises listed among the Sales Giants for various other makes.

It also is not surprising that all of the top 10 Ranger Rover franchises were dualed with other high-demographic makes.

The sales leader, with less than a full year of operation, was HBL Inc., Vienna, Va., with 118 Range Rover sales.

ROLLS-ROYCE: There was great stability among the high-volume Rolls-Royce franchises in the United States in 1987.

The sales leader, with two showrooms — one in New York and one in Greenwich, Conn. — was once again Carriage House Motor Car. That franchise is not only the largest one in the United States, it is the largest Rolls-Royce dealership in the world, with 186 new-unit sales last year.

Eight of the 1987 top 10 Rolls-Royce dealers also were among the leaders in 1986, giving that marque high-volume roster stability second only to Mercedes-Benz.

While Carriage House, by virtue of its volume, is easily able to stand alone as an exclusive in two high-rent showrooms, only one other Rolls-Royce franchise was in an exclusive dealership. The rest were dualed with premium European makes.

SAAB: Although the 1987 Saab sales leadership went to the 1986 leader — Ramsey Saab, Ramsey, N.J. — with an identical 752 new-unit sales in both years, there was more turnover among the top 10 than for most makes.

Only four of the 1986 Saab Automotive News Sales Giants were on the list for 1987. The three other returning veterans were second-place Zumbach Sports Cars, Ltd., New York; third-place Stohlman Saab, Alexandria, Va.; and sixth-place Mark Singleton Saab, Smyrna, Ga.

In one irony, Hanley Dawson Toyota-Saab, Chicago, operated by dealer Hanley Dawson Jr., replaced Patrick Saab, Schaumburg, Ill., operated by dealer Hanley Dawson III, in the top 10.

STERLING: The link between Sterling and Cadillac is tight, as evidenced by 1987's list of the marque's top dealers.

The dealer organization signed by Austin Rover Cars of North America relied heavily on the fellow Cadillac dealers of entrepreneur Norman Braman, who recently sold his interest in Austin Rover Cars of North America to Britain's Austin Rover Group.

In all, six of the top 10 Sterling franchises were dualed with Cadillac, and a seventh was owned by a Cadillac dealer who used a separate showroom at his Cadillac facility.

Half of the top 10 Sterling franchises are held by dealers with other franchises listed in the 1987 Automotive News Sales Giants, and two others were included in the 1986 listing.

SUBARU: The Subaru sales-leader group is another that underwent some changes last year, as half of the 1986 top 10 did not repeat their sales leadership performances in 1987.

Three of the franchises listed in 1986 changed hands and another was relinquished and the store converted to Jeep-Eagle.

SUZUKI: The controversy in Washington and at Customs checkpoints elsewhere about whether the Suzuki is a car or a truck apparently meant little or nothing to the Suzuki dealers included in the 1987 Automotive News Sales Giants listing.

Although six of the franchises are in exclusive facilities, they are owned by experienced dealers, many of whom have top-performing franchises from other makes included in the listing.

Many of the top-selling Suzuki dealers reported the most demand for the lower-priced, stripped models, which they said entry-level customers preferred but which also gave sales personnel the flexibility to create individualized option and accessory packages.

TOYOTA: Toyota sales leadership in 1987 once again belonged to the Penske organization's Longo Toyota, El Monte, Calif. Longo

continued →

FLEET LEADERS 87

Rank	Franchise	Location	1987 Fleet Units
1	Ed Morse Chevrolet	Lauderhill, Fla.	22,837
2	The Chevrolet Collection	Miami, Fla.	18,251
3	Friendly Chevrolet	Dallas, Texas	18,053
4	Fairway Ford	Latrobe, Pa.	17,000
5	Bill Wink Chevrolet	Dearborn, Mich.	15,618
6	Jordan Ford	Mishawaka, Ind.	15,255
7	Polkowitz Motors (Cadillac)	Perth Amboy, N.J.	13,429
8	Stephen World of Wheels (Pontiac)	Bristol, Conn.	12,117
9	Bob Brest Chevrolet	Lynn, Mass.	12,070
10	Lake Forest Chrysler-Plymouth	Gaithersburg, Md.	12,000
11	Arnold Palmer Ford L-M (L-M)	Hilton Head, S.C.	11,000
12	Prospect Motors (Chevrolet)	Jackson, Calif.	10,480
13	Santa Monica Ford	Santa Monica, Calif.	10,421
14	Libertyville Lincoln-Mercury	Libertyville, Ill.	10,400
15	Z. Frank Chevrolet	Chicago, Ill.	8,700
16	South Bay Chrysler-Plymouth	Torrance, Calif.	8,580
17	Kendall Toyota	Miami, Fla.	8,511
18	Luke Potter Dodge	Winter Park, Fla.	8,494
19	Bast Chevrolet	Seaford, N.Y.	8,422
20	McInerney Ford	Orlando, Fla.	8,005
21	Delorme Chevrolet	Inglewood, Calif.	7,990
22	Penn Pontiac	Baltimore, Md.	7,808
23	Freeway Dodge	Bloomington, Minn.	7,793
24	Rice and Holman Ford	Mt. Laurel, N.J.	7,443
25	Precision Chrysler-Plymouth	Winter Haven, Fla.	7,380

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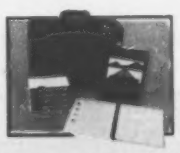

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SALES GIANTS 87

continued from page 58

rang up 19,452 new-vehicle sales and the highest volume of retail deliveries — 12,744 cars and trucks — of any make.

Second-place Kendall Toyota, Miami, posted total car and truck new-unit sales of 12,511, and third-place Gateway Toyota, Toms River, N.J., recorded 12,099 deliveries.

The Toyota sales leadership was so stable that eight of the top 10 volume franchises in 1987 also were among the Automotive News Sales Giants for 1986.

All of the top 10 Toyota franchises were in single-make points.

VOLKSWAGEN: Every top-selling Volkswagen dealer in 1987 had the same success story: Jetta.

Four of the 1987 high-volume VW dealers were new, including sales leader Tynan Volkswagen, Aurora, Colo., which sold 1,647 new units last year. The 1986 sales leader, Jim Ellis Volkswagen, Atlanta, finished second last year even though its new-unit sales increased from 1,483 in 1986 to 1,523 in 1987.

One of the other new entries was sold near the end of the year, so Leon Felton Co., San Raphael, Calif., became Sonnen Motors in the 1987 listing, with 922 new-unit sales.

VOLVO: There were extensive changes in the Volvo sales leadership ranks in 1987.

The top spot in both 1986 and 1987 went to Dyer & Dyer, Chamblee, Ga. It was one of six repeaters from 1986 on the list of Automotive News Sales Giants.

However, volumes were down. Dyer & Dyer reported 2,694 new-Volvo sales in 1986 but 1,861 in 1987. Tenth place (968 units) in 1986 would have been good enough for sixth place last year. Meanwhile, the 10th place finisher last year registered 653 units.

In 1986, eight of the top Volvo franchises were in exclusive locations. In 1987, there were seven exclusives among the top 10.

YUGO: "A person spending $4,000 is just as important to us as the person spending $25,000," said Sidney Oko, Liberty Buick, Libertyville, Ill., a top 10 Yugo dealer and a top 10 Buick dealer.

"When you ask someone to spend more money than they carry in their wallet, then you are asking a lot," Oko said.

The top 10 Yugo dealers in 1987 included experienced dealers who carried a wide range of other makes, including domestics as well as European and Japanese imports.

Only two of the 10 Yugo sales leaders were in exclusive points, demonstrating the interdependence of multi-franchise operations.

Automotive News Sales Giants was coordinated and written by Edward Lapham with research by Automotive News Staff Reporters Kathy Barbaglia, Laura Clark, Mary Connelly, Matt DeLorenzo, Arthur Flax, Edmund Fitzgerald, Francis J. Gawronski, Louise Kertesz, Dutch Mandel, Roger Rowand, John Russell, Jesse Snyder, Geoff Sundstrom, Charles M. Thomas and David Versical. Additional research was performed by Special Correspondents Jeanette Marie Bryant, Natalie Lockett and Marianne McGuire. Graphics are by Lance Graves.

Big fleet stores dominate list of top sellers

New-car dealers who believe that automobiles are sold one at a time to retail customers hate to admit it, but fleet sales have become very important.

Despite the insistence of some non-fleet dealers that fleet dealers are given too many vehicle order-and-supply advantages, and that the thin margins and drop-ship delivery techniques mean that most fleet-order vehicles never come anywhere near the dealership, fleet sales count with factories.

Among the 350 separate franchises that comprise the Automotive News Sales Giants, fleet sales accounted for nearly half of all new-vehicle deliveries made by those franchises in 1987.

Fleet sales have become so important that only five of the 25 top-selling Automotive News Sales Giants were not also high-volume fleet dealers. And only one of the top 10 — high-volume retailer Longo Toyota — was not among the 10 largest fleet franchises.

The correlation between fleet sales leadership and leadership in total sales was obvious.

Ed Morse Chevrolet, Lauderhill, Fla., was the largest fleet franchise as well as the top-selling total-volume franchise among the Automotive News Sales Giants.

The fleet total for dealerships and dealer organizations with several top-selling franchises helps put the picture in sharper focus.

Prospect Motors of Jackson, Calif., for example, ranked as the 12th largest fleet-sales franchise with 10,480 Chevrolet units. However, the dealership sells all five General Motors car makes and also was one of the 10 top-volume franchises for Cadillac, Oldsmobile and Pontiac. Total fleet sales for all five of the GM passenger-car franchises was 20,590 — from one location.

Although organizations that are strong in fleet sales tend to remain strong year after year, there is an ebb and flow. When Ford Motor Co. acquired Hertz, there were some not-so-subtle shifts in the fleet market currents.

Dale Oldsmobile, Bronx, N.Y., is the perfect example. In 1986, the dealership was the highest-volume new-car dealership in the country with 26,565 new Oldsmobile sales, including 24,715 fleet sales.

In 1987, with the shift in fleet buying, Dale Oldsmobile fell from the ranks of the largest dealers.

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N.C.=68 / U.C.=72 / AVERAGE GROSS N&U=$2034.
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"AWFUL NOVEMBER"
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N.C.=51 / U.C.=52 / AVERAGE GROSS N&U=$3036.
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AUCTION DATES

Chrysler Motors

May 24 — Hatfield Auto Auction, Hatfield, Pa.; American Auto Auction, Walpole, Mass.; Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Aurora, Colo.; South Seattle Auto Auction, Kent, Wash.; and Golden Gate Auto Auction, Fremont, Calif.

May 25 — Butler Auto Auction, Gibsonia, Pa.; A.D.E. of Birmingham, Birmingham, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

May 26 — Northway Exchange, Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Southwest Auto Auction, Phoenix, Ariz.

May 27 — Manheim Auto Auction, Manheim, Calif.

May 31 — Florida Auto Auction of Orlando, Ocoee, Fla.; Dallas Auto Auction, Grand Prairie, Texas; Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; and Riverside Auto Auction, Riverside, Calif.

Ford Motor Co.

May 24 — Harrisonburg Auto Auction, Harrisonburg, Va., and Bay Cities Auto Auction Inc., Hayward, Calif.

May 25 — Lakeland Auto Auction, Lakeland, Fla.

May 26 — Greater Houston Auto Auction, Houston; Interstate Auto Auction, Mercer, Pa.; Skyline Auto Exchange, Fairfield, N.J.; 166 Auto Auction, Springfield, Mo.; and St. Louis Auto Auction, Bridgeton, Mo.

June 1 — Atlanta Auto Auction, Red Oak, Ga.; Columbus Fair Auto Auction, Obetz, Ohio; Concord Auto Auction, Acton, Mass.; and Southern California Auto Auction, Fontana, Calif.

General Motors

May 24 — Harrisonburg Auto Auction, Harrisonburg, Va.; Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; South Seattle Auto Auction, Kent, Wash.; and Auto Dealers Exchange of Birmingham, Moody, Ala.

May 25 — Atlanta Auto Auction, Atlanta; Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; Riverside Auto Auction, Riverside, Calif.; and Omaha Auto Auction, Omaha, Neb.

Used Car Sales
Auction Averages

May 88	$5,795
Month ago	$5,712
Year ago	$5,877

Model Breakdown
Auction Averages

	MAY 1988	APR 1988	MAR 1988
1988	$12,611	$12,483	$12,283
1987	$8,694	$8,638	$8,682
1986	$7,197	$7,420	$8,927
1985	$5,673	$5,904	$5,837
1984	$4,523	$4,438	$4,380
1983	$3,796	$3,792	$3,765
1982	$2,450	$2,398	$2,534
1981	$1,989	$1,937	$1,906
Overall Average	$5,795	$5,722	$5,589

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Phone (514) 483-6000
WEDNESDAY — 10:00 A.M.

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Mississauga, Ontario
Canada L4W 1V3
(416) 670-0603
THURSDAY — 10:00 A.M.

ONTARIO AUTO AUCTION CORP.
406 Lake Ave. North
Hamilton, Ontario
Canada L8E 3C2
(416) 560-4851
FRIDAY — 10:00 A.M.

MONCTON AUTO AUCTION
47 Edinburgh Drive
Moncton, New Brunswick
Canada E1E 2K6
(506) 857-0198
FRIDAY — 11:00 A.M.

HALIFAX-DARTMOUTH AUTO AUCTION LIMITED
15 Notting Court, Burnside
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N.S., Canada B3B 1N2
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TUESDAY — 10:30 A.M.

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SATURDAY — 10:30 A.M.

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Because of the Memorial Day Holiday ... The deadline for our June 6 issue will be Thursday, May 26, No Later Than 5 P.M.

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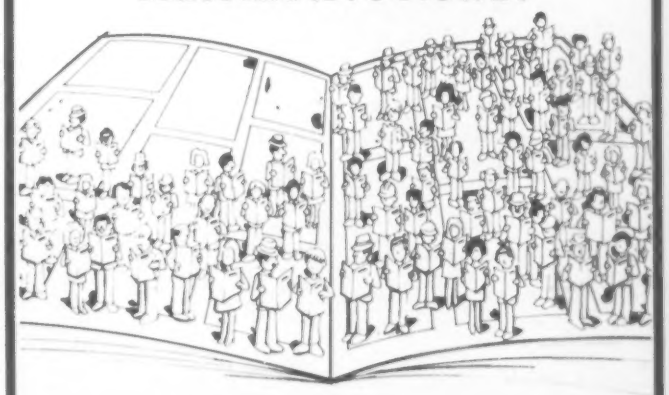

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Trade deficit in vehicles drops 10%

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The U.S. automotive trade deficit in passenger cars and light trucks declined 10.4 percent in February, compared with a year ago. The improvement resulted from a a 27 percent increase in exports and a 4.7 percent dip in imports.

Trade numbers from the U.S. Commerce Department show a trade deficit for passenger cars and light trucks of $3.476 billion for February. Total car and truck exports were valued at $887.7 million during the month, and car and truck imports totaled $4.364 billion. The automotive trade deficit for February 1987 was $3.880 billion.

Exports of passenger cars were 68,812 units with an estimated value of $712.6 million in February, while light-truck exports for the month were 17,625 vehicles with an estimated value of $175.1 million. Passenger-car exports to Japan rose by 525 units, and exports to Canada increased by 4,730 units. Exports to other countries rose by 3,324 units.

On the import side, both the value and quantity of car and truck shipments from Japan and European countries declined compared with a year ago. South Korea, Mexico and Brazil continued to post big increases in car shipments, however. Yugoslavia also scored a sizable increase.

Japanese car imports dropped 16.7 percent for the month while truck imports were off 40.9 percent. Japan shipped 156,798 cars to the United States in February, down from 188,261 a year ago. Truck shipments were 46,084 units, down from 78,020 a year ago.

West Germany, the United Kingdom, Sweden, Italy and France all shipped fewer cars to the United States in February 1988 than in February 1987. German shipments were off 34.1 percent. British manufacturers exported 42.1 percent fewer vehicles for the month, and Sweden's shipments were down 66.6 percent.

Italian and French manufacturers sent 88.1 percent and 72.2 percent fewer vehicles, respectively, to the United States for the month.

Conversely, imports from South Korea increased 132 percent from a year ago. Mexico jumped to 12,931 units, up from 457 last year. Brazilian imports were 5,678 units for the month, up from 150 vehicles shipped in February 1987. Yugoslavian imports increased 43.9 percent.

The value of car and truck imports was $4.364 billion in February, down 4.7 percent from $4.579 billion in the year-earlier period. There were 442,370 finished vehicles imported to the United States in February, compared with 477,880 vehicles in February last year.

Imports of passenger cars totaled 369,230 for the month with a value of $3.780 billion.

U.S. AUTOMOTIVE TRADE BY VALUE

(x $1,000)

Passenger cars

Country	Trade	Feb. 1987	Feb. 1988	Mar. 1986-Feb. 1987	Mar. 1987-Feb. 1988
Japan	Export	$ 4,056	$ 13,087	$ 44,502	$ 88,380
	Import	1,593,277	1,437,244	21,372,186	21,223,809
Canada	Export	521,754	599,466	5,552,822	5,876,643
	Import	1,065,788	1,171,462	11,643,606	10,383,797
West Germany	Import	753,188	540,789	8,182,701	8,700,263
South Korea	Import	98,210	247,665	963,285	2,364,961
Sweden	Import	212,099	83,705	1,639,843	1,840,277
Mexico	Import	8,616	110,035	371,385	1,267,729
Yugoslavia	Import	87,398	15,645	183,692	142,907
United Kingdom	Import	48,979	85,144	730,668	1,190,383
Italy	Import	88,135	19,474	237,649	189,679
France	Import	6,855	10,540	121,713	214,513
Brazil	Import	600	31,833	1,225	297,513
Others	Export	61,741	100,018	500,628	994,752
	Import	12,989	26,210	169,110	311,195
Car total	Export	587,551	712,570	6,097,952	6,959,776
	Import	3,976,076	3,779,727	45,767,095	43,126,796
Trade balance		(3,388,525)	(3,067,157)	(39,669,113)	(41,167,020)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	$ 104,001	$ 161,854	$ 1,516,641	$ 1,637,815
	Import	168,351	310,371	2,244,504	2,007,583
Japan	Import	421,768	261,748	4,975,748	3,996,753
Mexico	Import	11,343	151	135,107	71,122
Others	Export	7,683	13,293	122,289	230,284
	Import	1,846	12,094	69,565	83,461
Truck total	Export	111,684	175,147	1,638,930	1,868,099
	Import	603,308	584,365	7,414,924	6,158,898
Trade balance		(491,624)	(409,218)	(5,775,994)	(4,290,799)
Car and truck total	Export	699,235	887,717	7,736,882	8,827,875
	Import	4,579,384	4,364,092	53,181,999	54,285,694
VEHICLE TRADE BALANCE		(3,880,149)	(3,476,375)	(45,445,107)	(45,457,819)
TOTAL U.S. Merchandise trade (customs value)	Export	19,360,300	23,559,300	218,202,000	262,639,600
	Import	32,306,700	35,817,700	368,225,100	415,162,900
TRADE BALANCE		(12,946,400)	(12,258,400)	(150,023,100)	(152,523,300)

U.S. AUTOMOTIVE TRADE BY QUANTITY

Passenger cars

Country	Trade	Feb. 1987	Feb. 1988	Mar. 1986-Feb. 1987	Mar. 1987-Feb. 1988
Japan	Export	280	805	2,864	5,736
	Import	188,261	156,798	7,583,607	2,387,338
Canada	Export	55,365	60,095	604,982	571,008
	Import	97,687	107,303	1,128,505	951,632
West Germany	Import	35,217	23,193	429,073	363,171
South Korea	Import	19,548	45,432	203,748	456,289
Sweden	Import	16,033	5,357	147,076	128,505
Mexico	Import	457	12,931	36,402	139,208
Yugoslavia	Import	4,208	6,057	42,562	55,848
United Kingdom	Import	5,364	3,105	31,279	48,582
Italy	Import	8,916	1,057	19,553	9,088
France	Import	2,603	749	12,751	21,804
Brazil	Import	150	5,678	336	58,597
Others	Export	4,588	7,912	37,048	74,353
	Import	737	1,570	12,150	20,240
Car total	Export	60,233	68,812	644,814	651,097
	Import	379,271	369,230	4,646,766	4,640,302
TRADE BALANCE		(319,038)	(300,418)	(4,001,952)	(3,989,205)
Light trucks (up to 10,000 lbs. GVW)					
Canada	Export	11,612	16,467	167,213	166,969
	Import	19,030	27,035	243,917	203,916
Japan	Import	78,020	46,084	967,145	719,796
Mexico	Import	1,485	1	17,876	8,777
Others	Export	799	1,158	10,733	18,349
	Import	74	20	1,031	642
Truck total	Export	12,411	17,625	177,946	185,319
	Import	98,609	73,140	1,229,969	933,131
Trade balance		(86,198)	(55,515)	(1,052,023)	(747,812)
Car and truck total	Export	72,644	86,437	822,760	836,416
	Import	477,880	442,370	5,876,735	5,573,433
TRADE BALANCE		(405,236)	(355,933)	(5,053,975)	(4,737,017)

Compiled by Automotive News from official statistics of the U.S. Commerce Department, as reported by the U.S. International Trade Commission. Because of rounding, figures may not add to the totals shown.

Saab calls a halt to bus output in U.S., cites curbs on purchases

ORANGE, Conn. — Saab-Scania announced it will discontinue bus production in the United States. The company's plant here employs 120 persons and will close this summer.

Ingvar Erickson, managing director of the Scania Division in Sweden, said demand for city buses has fallen far below forecasts. Optimistic forecasts were the motivating factor in establishing the plant.

Since the federal government subsidizes most municipal bus purchases and requires communities to accept the lowest bid, Saab has not been able to sell its buses at a profit, Erickson said.

Robert J. Sinclair, president of Saab-Scania of America, which operates the plant, said the U.S. system of low bid, regardless of proven quality or economy of operation, has made it impossible for the present Saab customers to buy more buses.

The operation was established five years ago. A total of 220 Saab buses have been built in the United States. The first bus was produced in September 1984.

UAW claims victory at Mack

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

The UAW last week claimed that a majority of the approximately 900 workers at Mack Trucks' new Winnsboro, S.C., plant want to join the union.

The UAW requested that Mack have its workers' union authorization cards checked, in accordance with an arbitrator's June 1987 decision.

A UAW spokesman said that the arbitrator's decision spelled out transfer rights to the new plant for Mack workers in Pennsylvania and Maryland and called for a "respected third party" to check whether a majority of Winnsboro workers signed authorization cards.

If the card check warrants, Mack is obligated to recognize the union at Winnsboro.

The union claims that Mack has fought union representation at Winnsboro since its 1985 decision to close its plant in Allentown, Pa., and build a new plant in South Carolina.

The spokesman said that about 370 workers transferred to Winnsboro from Mack plants in Pennsylvania and Maryland. The other workers were hired locally.

A Mack spokeswoman said last week, "We don't believe the UAW represents a valid majority at Winnsboro" and said Mack planned to respond to the union's request for a card check "by the end of business Friday."

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PRODUCTION

Car output holds steady at 167,564

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Last week's scheduled domestic auto production of 167,564 was 105 units or 0.06 percent below the prior week's build of 167,669 but was 12.53 percent above the year-ago week's 148,911.

So far this year, 2,834,967 cars have been assembled by U.S. automakers, 9.41 percent less than the 3,129,530 completed last year at this point.

Companies split last week's scheduled output as follows: General Motors, 48.01 percent; Ford Motor Co., 26.24 percent; Chrysler Motors, 14.98 percent; Honda of America Manufacturing Inc., 4.48 percent; New United Motor Manufacturing Inc., 1.94 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 1.60 percent; Nissan Motor Manufacturing Co. U.S.A., 1.56 percent; and Volkswagen of America, 1.19 percent.

Truckmakers estimated output at 90,374 units last week. That was 5.46 percent more than the previous week's 85,696 and 13.83 percent more than the year-ago week's 79,397.

Year-to-date, 1,691,637 trucks have been assembled, 11.41 percent more than the 1,518,336 built last year at this time.

The Cadillac Allante line at GM's Detroit-Hamtramck plant was idle last week for inventory adjustment. Production is scheduled to resume today.

GM's medium and heavy truck lines at its Pontiac, Mich., plant also were down last week for inventory adjustment. Output is slated to resume today.

Overtime was slated last Saturday for the following GM plants: Detroit-Hamtramck; Lansing, Mich.; Lordstown, Ohio; Wentzville, Mo.; Willow Run, Mich.; Arlington, Texas; Lakewood, Ga.; Baltimore; Pontiac, Mich.; Fort Wayne, Ind.; Shreveport, La; and Morain, Ohio.

GM, Honda hike Canada's total

Year-to-date production of cars in Canada continues to increase over the year-ago period with help from General Motors and Honda of Canada Manufacturing Inc.

So far this year, 470,620 cars have been built, 42.23 percent more than the 330,876 completed last year at this time.

GM is 96,001 cars ahead of last year and 66,287 of them are the new front-wheel-drive Buick Regals.

Honda, which began building cars in Canada at the start of 1987, has built 13,419 cars so far this year compared with 3,766 during the same period a year-ago.

Last week's scheduled car output totaled 24,863, 9.01 percent below the previous week's 27,325 but 77.99 percent above the year-ago week's 13,969.

The year-ago week's total reflected downtime at several plants for model changeover.

Truck production was targeted at 18,485 units last week, 6.72 percent below the prior week's 19,817 but 24.77 percent more than the year-ago week's 14,815.

U.S. CAR	Week Ended May 21, 1988	Week Ended May 23, 1987	Week Ended May 14, 1988	May to Date	Jan. 1 to May 21, 1988	Jan. 1 to May 23, 1987
Alliance	0	870	0	0	0	14,087
Total Eagle	0	870	0	0	0	14,087
Horizon	2,100	0	2,157	6,440	37,425	32,997
Sundance	1,800	1,654	1,581	5,254	41,797	43,657
Reliant	2,600	2,118	2,726	7,960	40,167	49,599
Caravelle	500	1,104	546	1,515	8,425	23,114
Gran Fury	200	166	324	808	4,980	1,418
Total Plymouth	7,200	5,042	7,334	21,977	132,794	150,785
LeBaron K	400	1,521	397	1,296	7,539	35,131
LeBaron J	2,200	3,254	2,375	6,496	27,824	45,721
LeBaron GTS	150	795	173	509	3,419	17,505
N. Yorker E-Class	0	1,666	0	0	0	35,701
N. Yorker C-Class	2,700	0	2,909	8,423	46,845	0
Fifth Avenue	200	1,431	311	840	13,403	15,179
Total Chrysler	5,550	8,667	6,165	17,564	97,330	149,237
Omni	2,000	0	2,178	6,290	37,220	28,363
Daytona	2,200	1,624	2,376	6,500	26,965	22,253
Shadow	2,200	1,959	2,095	6,869	43,651	42,834
Aries	2,500	2,805	2,591	7,377	34,371	46,846
Dodge 600	500	988	452	1,414	7,512	20,338
Dynasty	2,300	0	2,376	7,007	44,737	0
Lancer	150	535	163	530	4,378	11,234
Diplomat	400	394	489	1,414	9,368	2,225
Total Dodge	12,250	8,303	12,720	37,401	208,202	174,093
CHRYSLER MOTORS	25,100	22,882	26,219	76,942	438,326	488,202
Escort	11,126	9,174	9,493	29,958	146,946	150,049
Mustang	4,265	4,563	4,136	12,573	85,657	88,809
Tempo	3,959	3,968	4,067	12,122	80,602	79,071
Taurus	8,772	7,840	9,791	26,292	161,681	160,466
Thunderbird	3,549	4,123	3,517	9,938	64,358	66,354
Total Ford Div.	31,671	29,668	30,004	90,883	539,244	564,749
Lynx	0	263	0	0	0	18,903
Topaz	1,543	1,472	1,474	4,437	29,998	25,275
Cougar	2,367	2,723	2,530	7,757	48,803	66,406
Sable	3,519	2,593	3,491	10,534	56,424	56,955
Total Mercury	7,429	7,051	7,495	22,728	135,228	167,539
Continental	1,070	407	959	3,146	18,392	7,517
Mark VII	549	619	476	1,569	10,300	11,236
Lincoln	3,254	3,074	2,865	9,446	59,406	56,255
Total Lincoln	4,873	4,100	4,300	14,161	88,098	75,008
Total L-M Division	12,302	11,151	11,795	36,889	223,326	242,547
FORD MOTOR CO.	43,973	40,819	41,799	127,772	762,570	807,296
Skyhawk	0	234	0	0	11,350	13,945
Skylark/Somerset	1,775	1,106	1,805	5,416	17,439	31,042
Century	3,270	3,767	3,200	9,660	39,719	77,109
Regal (rwd)	0	954	0	0	0	18,709
Riviera	154	238	127	428	2,793	7,091
Electra	2,188	2,419	2,532	7,090	33,736	41,972
LeSabre (fwd)	2,500	3,682	2,500	7,500	51,686	47,919
LeSabre (rwd)	273	20	285	833	3,862	4,854
Reatta	196	0	192	542	2,160	0
Total Buick	10,356	12,420	10,641	31,468	162,745	242,641
Cimmaron	0	183	57	170	3,696	6,544
Eldorado	1,210	585	1,001	3,381	16,784	7,391
Seville	723	522	590	2,014	10,554	9,917
Brougham (rwd)	977	1,136	977	2,931	14,848	33,000
Deville (fwd)	3,540	2,912	3,542	10,637	74,140	67,853
Allante	0	132	39	104	969	1,417
Total Cadillac	6,450	5,470	6,206	19,237	120,991	126,122
Cavalier	8,967	7,620	8,890	25,007	140,595	149,857
Camaro	2,373	2,456	2,369	7,314	33,454	42,551
Celebrity	5,080	3,123	5,051	15,271	70,043	151,942
Corsica/Beretta	9,358	6,246	9,278	27,918	163,212	108,455
Monte Carlo	0	1,826	0	0	0	29,122
Caprice	4,590	1,899	3,869	12,816	78,360	88,421
Corvette	445	632	450	1,343	8,595	12,213
Total Chevrolet	30,813	28,802	29,907	89,669	494,259	582,561
Calais	3,025	3,519	3,029	9,003	45,669	50,522
Firenza	0	165	0	0	5,220	3,699
Cutlass Ciera	500	2,586	271	771	771	74,006
Cutlass Supreme	4,130	1,150	4,408	12,533	84,614	29,550
Toronado	487	536	410	1,368	7,454	7,283
88 (fwd)	3,427	2,136	4,053	11,442	67,014	82,511
88 (rwd)	220	369	228	716	5,183	7,756
Olds 98	1,399	971	1,629	4,812	33,963	31,321
Total Oldsmobile	13,388	11,432	14,028	40,645	249,888	290,246
Sunbird	2,713	2,254	2,602	7,607	43,585	47,776
Grand Am	6,280	5,306	6,304	17,885	98,700	104,851
Firebird	1,735	1,730	1,651	4,864	25,155	32,733
Grand Prix	3,423	0	3,789	10,821	47,398	0
Pontiac 6000	1,788	2,190	1,876	5,502	31,382	34,305
Bonneville	2,733	0	3,224	9,099	43,855	56,851
Safari/Parisienne	273	0	239	739	3,563	4,848
Fiero	504	0	493	1,509	8,214	15,089
Total Pontiac	19,449	11,474	20,158	58,026	301,852	296,453
GENERAL MOTORS	80,456	69,598	80,940	239,045	1,329,735	1,538,023
HONDA	7,500	6,600	6,091	22,812	147,855	132,554
Civic	2,340	3,033	2,351	6,506	38,599	42,139
Accord	5,160	3,567	5,740	16,306	109,256	90,415
MAZDA†	2,675	0	2,313	7,266	32,689	0
NISSAN	2,610	3,007	2,678	7,804	37,953	56,442
NUMMI	3,250	4,005	3,336	9,902	64,262	77,127
Corolla	1,200	875	1,205	3,620	23,654	15,719
Nova	2,050	3,130	2,131	6,282	40,608	61,408
VOLKSWAGEN	2,000	2,000	2,293	4,293	21,577	29,886
Golf/GTI	2,000	1,750	2,293	4,293	16,024	24,936
Jetta	0	250	0	0	5,553	4,950
Total Cars, U.S.	167,564	148,911	167,669	495,836	2,834,967	3,129,530
Total Cars, Canada	24,863	13,969	27,325	78,915	470,620	330,876
U.S., Canada Cars	192,427	162,880	194,994	574,751	3,305,587	3,460,406
U.S., Canada Cars and Trucks	301,286	257,092	300,507	890,503	5,381,631	5,304,734

Monthly estimates may contain error of one or two units due to rounding.
*—Estimate. †—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended May 21, 1988	Week Ended May 23, 1987	Week Ended May 14, 1988	May to Date	Jan. 1 to May 21, 1988	Jan. 1 to May 23, 1987
Eagle	0	—	0	0	0	—
Premier	1,650	—	1,726	5,034	29,251	—
CHRYSLER MOTORS	1,650	87	1,726	5,034	29,251	2,543
Escort	0	—	0	0	0	—
Lynx	0	—	0	0	0	—
Tempo	4,209	—	4,180	12,553	82,685	—
Topaz	1,187	—	1,398	3,978	27,990	—
Crown Victoria	2,856	—	2,841	8,587	56,174	—
Grand Marquis	2,904	—	2,860	8,665	55,720	—
FORD MOTOR CO.	11,156	8,964	11,279	33,783	222,569	213,678
Celebrity	672	—	726	2,031	8,042	—
Cutlass Ciera	6,216	—	7,220	20,561	107,404	—
Cutlass Supreme	0	—	0	0	0	—
Grand Prix	0	—	0	0	0	—
Pontiac 6000	1,120	—	1,444	3,966	20,972	—
Regal	3,040	—	3,764	10,474	66,287	—
GENERAL MOTORS	11,048	4,497	13,154	37,032	202,705	106,704
HONDA	839	241	986	2,545	13,419	3,766
VOLVO	180	180	180	521	2,676	4,185
Total Cars, Canada	24,863	13,969	27,325	78,915	470,620	330,876

U.S. TRUCK☆	Week Ended May 21, 1988	Week Ended May 23, 1987	Week Ended May 14, 1988	May to Date	Jan. 1 to May 21, 1988	Jan. 1 to May 23, 1987
Caravan	1,900	—	1,928	6,018	40,090	—
Dakota	2,100	—	2,044	6,160	47,715	—
Mini-Ram Van	300	—	335	960	6,246	—
Pickups	2,000	—	1,975	5,972	26,466	—
Total Dodge	6,300	6,364	6,282	19,110	120,517	101,307
Cherokee	3,600	—	3,683	11,698	71,562	—
Commanche	900	—	894	2,779	19,151	—
Grand Wagoneer	300	—	350	1,000	5,915	—
Pickups	0	—	0	0	0	—
Wagoneer	200	—	267	749	5,216	—
Total Jeep	5,000	4,112	5,184	16,226	107,044	87,561
Voyager	1,700	—	1,785	5,542	36,979	—
Total Plymouth	1,700	—	1,785	5,542	36,979	—
CHRYSLER MOTORS	13,000	10,476	13,251	40,878	264,540	188,868
Aerostar	4,500	—	4,380	13,293	87,234	—
Bronco	1,304	—	1,234	3,774	24,599	—
Bronco II	2,485	—	2,526	7,356	55,951	—
Econoline	5,153	—	5,135	15,451	100,503	—
Heavy trucks	1,732	—	1,499	4,704	27,599	—
Light trucks	11,698	—	11,340	33,635	207,237	—
Ranger	7,878	—	7,769	23,236	147,170	—
Total Ford Div.	34,750	32,047	32,883	101,449	652,393	613,480
FORD MOTOR CO.	34,750	32,047	32,883	101,449	652,393	613,480
Astro	3,908	—	2,934	10,563	69,533	—
Blazer	637	—	553	1,818	11,190	—
Mediums/Heavies	0	—	632	1,106	7,048	—
P-Model	758	—	813	2,373	15,622	—
Pickups	8,111	—	7,841	23,575	134,194	—
S-10	7,028	—	5,820	20,121	116,172	—
S-10 Blazer	4,394	—	3,358	12,138	65,287	—
Sportsvan/Van	2,376	—	2,515	6,845	33,774	—
Suburban	1,752	—	1,575	5,142	29,704	—
Total Chevrolet	28,964	23,234	26,041	83,683	482,524	451,262
Jimmy	186	—	140	536	3,445	—
Mediums/Heavies	0	—	647	1,444	16,590	—
P-Model	260	—	200	641	2,114	—
Pickups	2,246	—	2,128	5,998	41,847	—
S-15	1,384	—	1,308	3,596	27,252	—
S-15 Jimmy	1,071	—	1,158	2,995	17,242	—
Safari	966	—	736	2,628	17,879	—
Suburban	717	—	503	1,918	14,206	—
Vandura/Rally Vans	600	—	518	1,655	15,260	—
Total GMC	7,430	7,654	7,338	21,411	155,837	152,855
GENERAL MOTORS	36,394	30,888	33,379	105,094	638,361	604,117
NAVISTAR	1,810	1,463	1,736	5,436	35,119	30,718
NISSAN	1,670	1,773	1,697	4,984	46,774	33,703
AM GENERAL*	450	450	450	1,350	8,910	3,750
MISCELLANEOUS*	2,300	2,300	2,300	6,900	45,540	43,700
Total Trucks, U.S.	90,374	79,397	85,696	266,091	1,691,637	1,518,336

CANADIAN TRUCK	Week Ended May 21, 1988	Week Ended May 23, 1987	Week Ended May 14, 1988	May to Date	Jan. 1 to May 21, 1988	Jan. 1 to May 23, 1987
Caravan	3,126	—	3,064	9,290	60,490	—
Mini-Ram Van	330	—	345	1,019	5,829	—
Ram Wagon	540	—	540	1,634	9,876	—
Ram Van	1,510	—	1,519	4,496	25,322	—
Total Dodge	5,506	7,027	5,468	16,439	101,517	165,907
Voyager	2,688	—	2,742	8,203	55,534	—
Total Plymouth	2,688	—	2,742	8,203	55,534	—
Wrangler	1,018	—	939	2,992	20,418	—
Total Jeep	1,018	625	939	2,992	20,418	12,939
CHRYSLER MOTORS	9,212	7,652	9,149	27,634	177,469	178,846
FORD MTR. (lt. trks.)	3,648	2,625	3,541	10,858	71,372	62,843
Light trucks	2,708	—	3,252	9,430	62,976	—
Vans	1,080	—	1,339	3,753	24,296	—
Total Chevrolet	3,788	—	4,591	13,183	87,272	—
Light trucks	1,132	—	1,669	4,449	30,467	—
Vans	480	—	648	1,871	13,685	—
Total GMC	1,612	—	2,317	6,320	44,152	—
GENERAL MOTORS	5,400	4,370	6,908	19,503	131,424	80,490
NAVISTAR	225	168	219	636	4,342	3,813
Total Trks., Canada	18,485	14,815	19,817	58,661	384,607	325,992
U.S., Canada Trks.	108,859	94,212	105,513	324,752	2,076,244	1,844,328

☆—Includes window van conversion. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

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1988 MARKET DATA BOOK

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The weekly newspaper of the industry

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1988 MARKET DATA BOOK

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COVER DESIGN BY JEANNETTE JONES

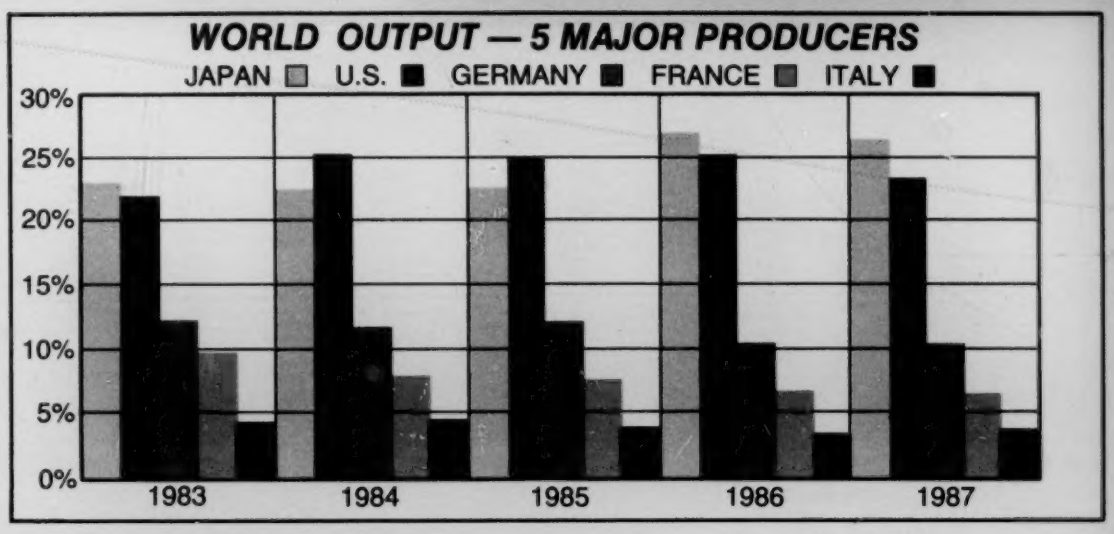
PRODUCTION

Global vehicle production and assemblies climbed to 45,684,610 units in calendar 1987 compared with 45,156,013 units in 1986.

By region, Western Europe vehicle production and assemblies last year were some 651,000 units ahead of 1986. Asia-Pacific showed an approximate 300,000-unit increase. Eastern Europe is believed to have climbed about 190,500 units. North America dropped 302,199 units or almost 4 percentage points from 1986.

Among nations, South Korea repeated its title as leading production gainer in 1987 with a 62.47-percent increase over 1986. Spain's total, which includes assemblies, rose 9.64 percent and France went up 9.35 percent.

In sheer volume, Japan (7,891,087 units) and the United States (7,094,992) were the world's top car producers in 1987. They were followed by West Germany, France, Italy, Spain and the United Kingdom, all of which produced over 1 million vehicles each. ■



Annual world vehicle production since World War II — 1987 output rises to 45.68 million

Year	Australia	Belgium	Brazil	Canada	France	Italy	Japan	S. Korea	Mexico	Spain	Sweden	U.K.	U.S.	USSR	W. Germany	World Total
1987	323,500	318,477	900,252	1,563,910	3,493,210	1,912,612	12,249,174	977,357	395,258	1,432,606	501,822	1,341,504	10,975,334	2,100,000	4,613,833	45,684,610
1986	362,247	295,315	1,056,332	1,863,836	3,194,615	1,912,612	12,259,817	601,546	338,392	1,306,644	487,152	1,202,661	11,372,865	2,226,000	4,578,278	45,156,013
1985	411,332	266,682	966,625	1,936,511	3,016,106	1,572,907	12,271,095	378,162	398,192	1,417,604	461,072	1,311,256	11,671,475	2,200,000	4,445,920	44,690,081
1984	399,084	249,461	864,663	1,877,966	3,062,152	1,601,177	11,392,711	265,361	343,698	1,308,769	431,852	1,133,731	10,924,077	2,209,400	4,045,462	42,159,635
1983	337,075	285,478	896,462	1,523,324	3,335,860	1,575,151	11,055,711	221,019	285,485	1,288,721	414,522	1,289,111	9,512,781	2,180,000	4,154,439	40,022,104
1982	408,570	278,014	860,593	1,270,012	3,148,807	1,453,043	10,731,794	163,484	472,637	1,069,507	349,066	1,156,477	6,876,034	2,172,700	4,062,655	36,433,276
1981	391,614	237,456	779,836	1,198,416	3,019,370	1,433,743	11,179,962	133,905	597,118	987,474	313,679	1,184,205	7,981,167	2,197,500	3,897,007	37,380,354
1980	364,109	259,966	1,165,207	1,373,054	3,378,433	1,611,856	11,042,884	123,135	490,006	1,181,659	298,400	1,312,904	8,010,374	2,199,200	3,878,553	38,837,519
1979	461,468	314,997	1,127,966	1,602,369	3,613,458	1,632,289	9,635,546	204,447	444,426	1,122,918	354,820	1,478,512	11,391,867	2,173,200	4,249,725	41,978,835
1978	384,966	303,260	1,062,197	1,805,737	3,507,930	1,656,115	9,269,153	156,418	384,128	1,143,831	305,534	1,607,467	12,830,046	2,150,984	4,186,364	42,611,388
1977	452,592	336,382	919,242	1,698,904	3,507,881	1,583,917	8,514,522	83,000	280,813	1,129,700	286,091	1,714,020	12,727,243	2,088,369	4,104,216	41,240,509
1976	456,216	326,978	985,469	1,640,912	3,402,715	1,596,677	7,841,447	48,292	324,979	866,240	367,780	1,705,506	11,484,169	2,024,660	3,868,089	38,619,510
1975	456,167	222,176	929,805	1,446,330	2,861,305	1,458,629	6,941,591	36,264	360,678	814,164	366,753	1,648,399	8,991,091	1,964,056	3,186,208	33,322,385
1974	489,339	183,128	858,479	1,481,595	3,462,847	1,772,515	6,551,840	30,290	350,755	837,414	368,359	1,936,685	10,052,265	1,846,000	3,099,777	35,108,355
1973	454,190	298,957	729,135	1,587,500	3,569,179	1,957,994	7,082,757	26,314	285,513	822,020	378,042	2,163,941	12,674,613	1,602,000	3,949,065	39,236,122
1972	466,197	271,453	608,985	1,459,695	3,328,320	1,839,793	6,294,438	18,648	229,766	695,217	350,989	2,329,430	11,299,236	1,379,000	3,815,982	35,845,958
1971	470,122	295,764	516,038	1,372,328	3,010,294	1,817,019	5,810,774	23,002	210,840	532,358	317,295	2,198,146	10,655,574	1,142,700	3,982,722	33,728,068
1970	473,790	272,433	416,047	1,157,476	2,750,086	1,854,252	5,289,157	28,819	192,841	536,026	310,887	2,098,498	8,266,718	916,118	3,842,247	29,707,707
1969	451,917	302,549	349,519	1,350,708	2,459,072	1,595,951	4,674,932	30,994	165,164	454,571	271,440	2,182,793	10,181,263	844,300	3,604,567	30,083,671
1968	418,307	172,906	278,473	1,169,498	2,075,617	1,663,648	4,085,826	17,657	143,478	393,433	244,786	2,225,122	10,797,851	800,900	3,106,958	28,611,717
1967	366,547	183,087	225,418	939,635	2,009,672	1,542,669	3,146,486	6,604	126,365	361,637	214,650	1,937,199	8,996,490	728,800	2,482,319	24,183,980
1966	343,929	195,219	224,574	896,119	2,024,552	1,365,898	2,286,399	3,430	113,807	340,418	199,910	2,042,354	10,363,418	675,300	3,050,708	24,983,204
1965	407,569	166,594	185,187	852,274	1,641,696	1,175,548	1,875,614	141	96,654	228,935	205,717	2,177,261	11,118,020	634,312	2,976,477	24,567,935
1964	411,750	2,070	183,707	668,508	1,615,896	1,090,078	1,702,475	249	90,752	178,128	184,184	2,332,376	9,304,403	603,100	2,909,657	22,020,669
1963	374,058	1,200	174,191	631,356	1,736,977	1,180,536	1,283,531	1,254	69,135	131,988	167,850	2,011,720	9,108,305	587,012	2,667,896	20,720,363
1962	329,629	1,043	191,194	505,187	1,536,133	946,793	990,706	1,777	66,637	100,163	151,568	1,674,530	8,191,494	577,500	2,356,612	18,202,797
1961	231,651	800	145,584	386,923	1,244,223	759,140	813,879	—	62,563	75,000	131,755	1,464,134	6,650,282	555,330	2,147,825	15,215,435
1960	326,250	256	133,041	397,739	1,369,210	644,633	481,551	—	49,807	58,209	128,527	1,810700	7,901,502	523,591	2,055,149	16,382,932
1959	263,592	343	96,114	367,939	1,283,159	500,784	262,814	—	51,118	56,800	112,394	1,560,427	6,723,204	494,994	1,718,556	13,877,791
1958	241,324	382	60,983	356,418	1,127,549	403,560	188,303	—	38,955	31,050	91,179	1,365,407	5,114,807	511,074	1,495,256	11,369,912
1957	213,620	320	30,542	413,577	927,956	351,815	181,977	—	41,106	30,436	71,654	1,149,095	7,220,431	495,408	1,212,232	12,530,056
1956	204,176	383	—	471,350	827,079	315,802	111,066	—	39,387	4,500	57,274	1,004,544	6,905,458	464,632	1,075,619	11,654,526
1955	218,004	1,625	—	452,114	725,061	268,766	68,932	—	32,275	3,972	50,299	1,237,068	9,204,049	445,268	908,742	13,221,695
1954	200,605	3,620	—	352,109	600,040	216,715	70,073	—	33;380	620	44,735	1,037,879	6,536,729	403,873	680,597	10,226,561
1953	159,307	1,786	—	486,049	497,348	174,320	49,778	—	35,709	600	29,427	834,275	7,349,123	354,175	490,681	10,500,267
1952	116,293	550	—	434,102	498,962	138,446	38,966	—	46,987	400	21,233	689,658	5,561,796	307,936	428,383	8,320,091
1951	129,259	N.A.	—	415,420	445,655	145,533	38,490	—	46,081	308	22,950	733,883	6,757,014	288,683	374,151	9,453,285
1950	126,721	248	—	387,726	357,552	127,847	31,597	—	21,575	253	17,553	783,677	8,005,859	362,895	306,064	10,579,168
1949	—	200	—	290,664	285,641	86,054	28,700	—	—	486	11,069	628,196	6,243,834	275,992	163,583	8,044,400
1948	—	1,058	—	261,009	198,372	59,953	20,367	—	—	760	9,497	507,608	5,220,755	197,056	61,294	6,564,946
1947	—	—	—	242,107	137,383	43,736	11,320	—	—	—	9,287	441,284	4,795,587	132,968	23,343	5,853,636
1946	—	—	—	170,695	96,062	28,983	14,921	—	—	—	7,336	359,634	3,100,820	102,171	30,671	3,913,410

NOTE: Totals may not add because of double counting of CKD kits and unavailable production numbers in other countries.

SOURCES: Automotive News, MVMA, AID Ltd., JAMA